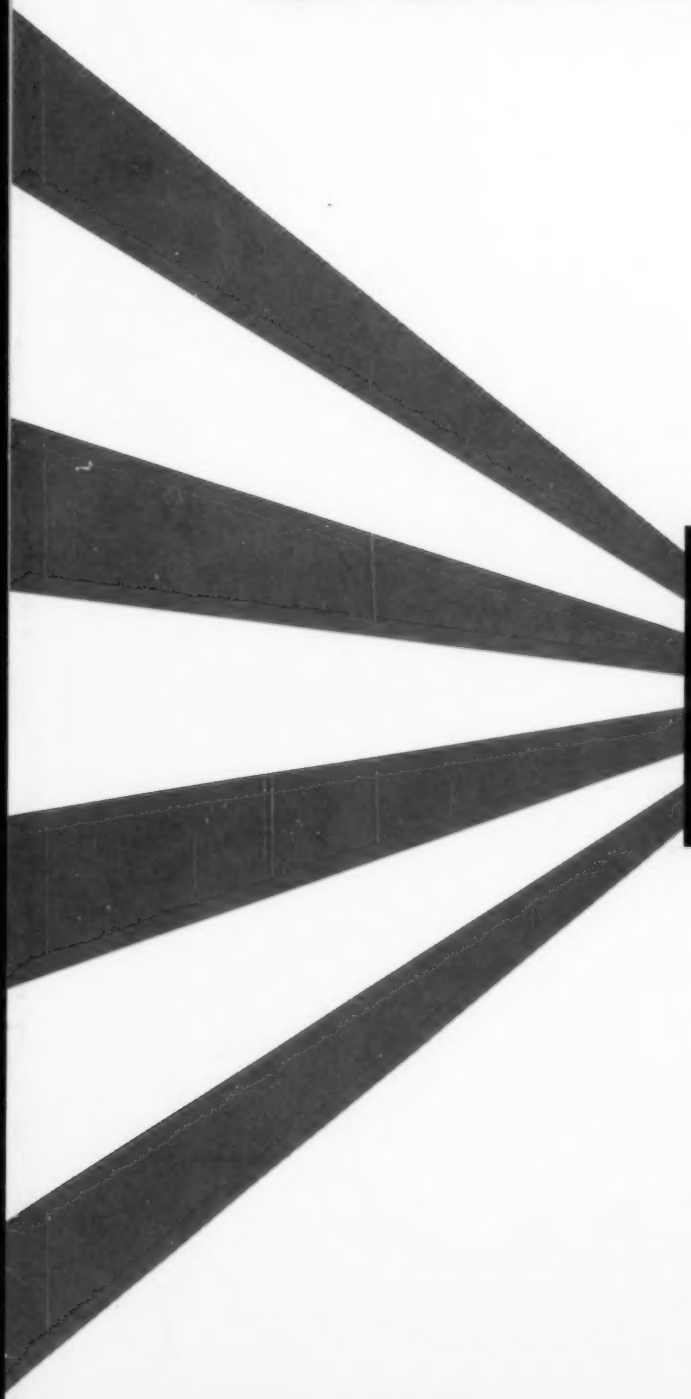
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 7, 1966



Mission gets $1 million start
Report from NFTC convention
Why exporters 'Ask CASL'
Businessman sees Australia sales

International Trade Winds

Company News

COMMUNICATIONS—RCA Communications, Inc., New York, has announced that it will build the Asian mainland's first communications satellite earth receiving station in Thailand early next year. The portable station will be set up outside of Bangkok and leased to the Thai government. The new facility will be designed to receive signals from the recently launched INTELSAT II communications satellite.

MINING—Johns-Manville Corp., New York, has announced that it will expand its diatomite mining and processing operations to Iceland with the opening of a new mine at Lake Myvatyn. A new corporation, Kisilidjan, h.f., has been formed in partnership with the Icelandic government to operate the new mine. The diatomite mining and processing facilities will be Iceland's first industry based on mineral resources.

INDUSTRIAL SECURITY—William J. Burns Detective Agency, Inc., New York, has opened a second branch office in Colombia, at Barranquilla. The new office will be operated, as is the Colombian headquarters at Bogota, by Seguridad Burns de Colombia, S.A., a subsidiary of the U.S. firm. At least one additional office in Colombia is anticipated before the end of the year.

RUBBER—Firestone Tire & Rubber Co. of Canada, Ltd., a subsidiary of the U.S. Firestone firm, has opened a new tire plant at Joliette, Quebec. The new plant is the Canadian subsidiary's third, with others located in Hamilton, Ontario, and Calgary, Alberta. The Joliette facility is Firestone's 94th plant in 26 countries, and will produce tires for the Eastern Canadian and Quebec markets.

BUSINESS MACHINES—Litton Industries, Orange, N.J., has announced the formation of Sweda International Division to handle Litton's business equipment operations. The newly structured division encompasses Litton's sales register manufacturing and marketing activities in this country and abroad. The headquarters of Sweda International will be in Stockholm, Sweden.

Newsletter

"We could have packed up and left after the first day, content with a job well done," remarked A.G. Brennecke of Industrial Nucleonics after the recent Pulp & Paper Industry Show in the Stockholm Trade Center. "The arrangements made for us were fantastic. The Trade Center had customers waiting for us. Everything on hand has been sold and we have enough leads to keep us busy for a year."

Eleven agents were appointed and eight are being considered as a result of the Chemical Processing·Equipment Show in the Milan Trade Center.

Five between-the-shows promotions were scheduled for the Milan Trade Center in October/November, giving foreign representatives of U.S. firms opportunities for unusual display and promotion facilities. Any agent of a U.S. company may participate in between-the-shows promotions, on request.

The office machinery show in Moscow left two strong impressions on visiting American businessmen. 1: The Soviet market for computers is substantial. 2: Soviet reproduction and offset equipment is two or three years behind our designs and closing fast. Many U.S. products were among those shown by 1,000 exhibitors from 18 countries. Only Electrowriter International Corp. and Identification Systems Inc. came direct from the States. Others were affiliates of U.S. companies. Olivetti exhibit was the standout in showmanship but U.S. exhibitors think their share of sales will be several million dollars. Exhibition was the fourth specialized international exhibition in Moscow in two years.

"The results obtained from this show have been very gratifying and it is without doubt that this exhibit has done a great deal in establishing new contacts, in promoting Bausch & Lomb products further and in strengthening the image of the company we represent in this market." That's the comment of Diethelm & Co., representing Bausch & Lomb in Bangkok after the recent Trade Center show there.

Better than a crystal ball is the quick, complete view of what's ahead for participants in U.S. exhibitions at trade fairs, trade centers, trade missions and other overseas promotions. Four pages, 32 opportunities. It's a first-issue-of-each-month feature in I/C.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Our readers' attention is directed this week to the back cover which capsules 17 Commerce Department programs designed to help U.S. businessmen export successfully. Services in the U.S. and abroad are available to any firm considering entering the export field and to firms interested in improving their overseas sales performances. Further information about the programs can be obtained from any Commerce Field Office listed on page 32.

November 7, 1966

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Number 45

International Commerce

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No room for complacency as convention delegates recognize need to surpass past successes in world trade and investment

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Trade caravan from New Jersey, off to good start in Mexico, gets $1 million worth of orders

Pioneers in combining industry-organized mission and mobile fair, group moves on through Central American countries

More than a million dollars' worth of orders for U.S. goods already have been received by a trade caravan which crossed the U.S.-Mexican border last month and is now merchandising its way through Central America.

The million-dollar sales figure was chalked up in the first four days of the caravan's stay in Mexico City.

Combining for the first time the operations of two Commerce Department trade promotion programs—industry-organized missions and mobile fairs—an exhibition van and a group of New Jersey businessmen and State officials are proving that the dual activity can sell U.S. goods in a hurry.

The van, too

Even the van itself became an exhibit item for potential sales in Mexico when unexpected interest in the vehicle prompted the owner to appoint a local representative to carry on negotiations for possible purchase of six or seven such display units. Owner of the mobile exhibition truck is F. G. McGavock & Associates of Pasadena.

The mission/fair is sponsored by the New Jersey Manufacturers Association and the State's Department of Conservation and Economic Development, and approved by the U.S. Department of Commerce. Daniel Scrone, of the State's Bureau of International Commerce, is the trade caravan leader.

Until Thanksgiving

On a month's visit in Mexico, Guatemala, El Salvador, Nicaragua, Costa Rica, and Panama, the exhibition vehicle is expected to wind up its tour by Thanksgiving.

A representative of each of the exhibiting firms is traveling with the van. Thus, the display of actual merchandise being offered is accompanied by direct person-to-person selling.

Along with the mobile fair, a 12-member general trade mission is presenting to the business community in Mexico, Guatemala, and El Salvador 117 proposals from 105 firms in the Garden State. The proposals range from construction of a complete shopping center to recruitment of salesmen and sales representatives.

While the mission represents a broad range of products, the mobile fair's promotion is more specific. The 40-foot trailer houses a display of electronic equipment for education and medical research—the products of seven New Jersey manufacturers. Specially built for display readiness, the electrical van is fully air conditioned and generates its own power. A full-time engineer is on duty.

Seven exhibitors

Companies exhibiting, and the products on display, are:

General Telephone and Electronics of Teterboro: Microscopy unit, a high powered microscope combined with a closed circuit television system.

Bell Laboratories of Holmdel: Electrocardiogram unit which attaches to an ordinary telephone and transmits a person's heartbeat to any hospital or medical center that can be dialed.

Weston Instruments of Newark: Latest developments in measuring instruments, some of which are miniaturized for portability.

Interdata of Farmingdale: Computer training device to familiarize the student with computer language and programing.

Electronics Associates of West Long Branch: Desk analog computers which can simulate the mechanics of physical processes.

Buck Engineering of Farmingdale: Computer training devices, tied in with text-books and laboratory manuals which will accompany the desk-top computer display.

RCA International of Clark: Test equipment for service men and training devices for service technicians—largely in television, radio, and other home appliance repairs.

Serving on the general trade mission are Robert A. Roe, Commissioner, New Jersey State Department of Conservation and Economic Development, Trenton; Paul L. Troast, Official Representative of Governor Richard J. Hughes, New Jersey Manufacturers Association, Clifton; Bayard L. England, trade mission leader, Atlantic City Electric Co., Linwood; Charles Levy, S. P. Dunham & Co., Trenton; Claes Bothen, Hoeganaes Sponge Iron Corp., Riverton; G. Raymond Wood, Southern New Jersey Development Council, Atlantic City; Andrew Paretti, Bon Vivant Soups, Inc., Newark; Calvin Louderback, New Jersey Business, Newark; Philip Ganguzza, Valley Fair Corp., Little Ferry; Gerald G. Kallman, Gerald Kallman Associates, Jersey City; Peter Blake, Electronics Associates, Inc., West Long Branch; and William Christianson, Garden State Construction, Northfield.

A CONTRACT IS SIGNED for portion of New Jersey mission's million dollars' worth of sales in Mexico. L. to r., Commissioner Roe, N.J. State Dept. of Conservation, Economic Development; Vazquez, Instituto Polytecnico Nacional, Mexico City; Holmes, Buck Engineering Co.; Troast, N.J. Manufacturers Ass'n.

NFTC's RECURRING NOTE

U.S. 'must do better,' trade convention is told

Canadians, Indians bring investment problems to meeting; long range trade plan urged

By ARTHUR McDERMOTT

Office of Publications and Information

A second report on the concluding sessions of the National Foreign Trade Convention will be published next week.

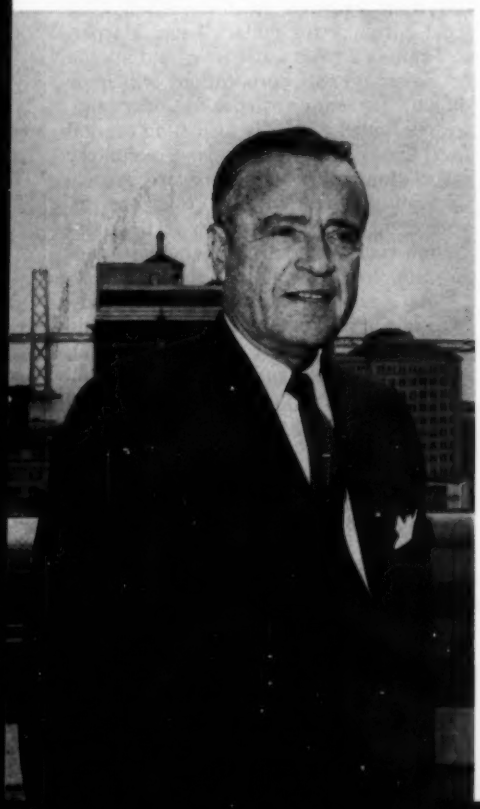
The National Foreign Trade Convention is no place for smugness or self-satisfaction.

Delegates said it in a dozen different ways and in about a dozen situations, but it always boiled down to the same thing: no matter how well the U.S. has done in the past, we've got to do still better in world trade and investment if this country is to fulfill its glittering potential.

The convention's theme was "World Progress Through Trade & Investment." The emphasis was heavily on the investment side at the 53rd annual convention Oct. 31-Nov. 2 in New York's Waldorf-Astoria Hotel.

Sessions included addresses on public relations problems of international enterprises, new opportunities for the multinational investor, and regional forums on management and operational aspects of investments in Europe, Latin America and Asia. How to use foreign nationals to run overseas operations was a recurring theme.

CHAIRMAN RUDOLPH A. PETERSON, of the Bank of America, San Francisco, "I suggest . . . formation of a committee to draft a new dynamic trade policy for 1967 and the years beyond."



No easy answers

In a keynote speech to the convention, Rudolph A. Peterson, president of the Bank of America and convention chairman, said, "We cannot expect to find easy, simple, black and white answers for the vexing problems which plague our rapidly shrinking planet with its rapidly growing population. But meetings such as this, which examine our problems with candor, can produce practical programs.

"Reluctantly and late perhaps, but with courage and restraint and often with good humor, the U.S. has accepted the responsibilities of world leadership. But perhaps we have failed to fully assume the stance of a leader. Perhaps we have at times been so sensitive to criticism that we have overestimated our own strength," said Peterson.

"I think this is an excellent time for us to begin talking about foreign trade strategy rather than tactics. By its very definition, strategy means that plans and policies will be governed by long-range goals rather than by isolated and often perhaps overestimated problems facing us at the moment. They must be governed by the realities of today, rather than by vague fears or antiquated theories of the past.

"We must not ignore our problems, or the views of foreign observers, but we must consider them in proper perspective, and that perspective includes a grasp of the fundamental strength of the U.S. economy and of our balance sheet in world affairs. In working toward solutions to our problems, we must always aim in the direction of fewer restraints and restrictions rather than more."

To implement his suggestion, Mr. Peterson recommended that the convention form a committee to draft a new trade policy for 1967 and the years beyond: "A committee which would lay out a new U.S. trade strategy; whose work would urge our fellow businessmen and governmental officials to join in formulating new public and private problems to strengthen the U.S. trade position through a dynamic strategy." (See box, p. 5)

Canada's Minister of Trade & Commerce, Robert H. Winters, told the delegates that "although Canada's trading interests are worldwide, Canadians are aware that their foreign commerce is overwhelmingly dominated by exchanges with one nation—the U.S.

Almost two-thirds of Canada's trade is with the U.S., and between one-fifth and one-fourth of your total trade is with us."

Canada's guideline

Referring to the recently issued set of principles regarding foreign investment in Canada, Winters said, "Our Canadian guiding principles are intended to clear the air and resolve doubts and confusion that may have existed in the minds of the managers of foreign-owned subsidiaries. They can do nothing that is in conflict with the amounts of your balance of payments program."

Winters said that they represent the very minimum that the U.S. or any other major nation would expect of corporations operating within its borders, but owned and controlled abroad.

The U.S. and Canada are cooperating in meeting the needs of the less fortunate countries, which require a substantial degree of support if they are to provide their peoples with more adequate

INTERNATIONAL FINANCE SESSION at NFTC meeting was led by this group: left to right, seated: William Walter Phelps, Jr., vice president, Mellon National Bank and Trust Co., Pittsburgh; William F. Ray, manager, Brown Brothers Harriman & Co., Boston; John H. Andren, executive vice president, Manufacturers Hanover Trust Co., New York; standing: G. A. Costanzo, senior vice president, First National City Bank, New York; and Gerald B. O'Neill, vice president, National Bank of Detroit.

living standards," according to Winters.

"Both Canada and the U.S. are extending substantial aid to these areas. However, we must insure that these developing countries have a better opportunity to pay their own way. It is more a question of trade or aid—since both are needed.

"Nevertheless, in the end, trade will be of the greatest importance if these countries are to realize their economic potential. The challenge before the developed countries is to import more freely from the developing countries," he said.

Indian Ambassador to the U.S. B. K. Nehru echoed this theme in his address to the Pacific—Asia luncheon. After commending the delegates for inviting for the third time a guest speaker "who insists on bringing to the forefront the unpleasant facts of the world," Mr. Nehru proceeded to do just that.

"The dialogue between the rich and the poor countries is threatening to come to a standstill.

"This interruption in economic cooperation has serious portents for the political stability of the world unless those of you in the affluent part of it decide, early and consciously, to do something about moving the dialogue forward once again," he said.

Ambassador Nehru pointed out that the gap between per capita incomes in the world's rich and poor countries has continued to widen, rather than close, in recent years.

"In looking at the disparity, the first question that arises is 'what have the developing countries themselves done to improve their lot?' In the developing countries, rising expectations have been matched by rising efforts. Currently, three-quarters to four-fifths of investment in the poorer countries is being financed from their own savings.

"Why, then, are absolute levels of living still so low and the annual rates of growth so dismally poor in relation to what they need to be?

"The level of official capital flows from the developed countries to the poorer nations has remained static, and was around $6 billion in 1965. This is indeed a far cry from the minimum net amount of 1% of national incomes which the developed countries, in their own best judgment, have adopted as the target for aid in the UN's decade of development," Ambassador Nehru said.

He then looked at trends in trade between the two worlds in order to find out if these give any reason for encouragement. He pointed out that while the developed countries' share of world trade went from 65% in 1958 to 67% in 1963, the share of the developing countries fell from 23 to 20% during the same period. "In other words, the expansion in world trade largely bypassed the developing countries," he said.

Ambassador Nehru said that the essential question is whether the developed world is willing and, indeed, anxious to encourage the developing world to sell all that it can economically produce and for which there is a true demand in the developed countries.

"The answers to this question are far from encouraging. How ever you look at it, the one fact that is strikingly clear is that time is running against us and that unless the dialogue, on all its fronts, is resumed quickly and decisively, the two worlds will pull us under even more."

President Johnson referred to U.S. efforts to expand the growth of the developing nations in his greetings to the convention. He asked for continued business-government cooperation in these efforts, and also in programs to widen the free flow of commerce, including that between the Free World and Eastern Europe bloc.

On a more technical note, Marion Harper Jr., president and chairman of the board of The Interpublic Group of Companies, listed some of the public relations problems which U.S. investors can run into abroad, and suggested some counter-measures.

He said it is not surprising that the man in the street in the developing world tends to view investments from the wrong end of the telephone.

The local view

"He sees the foreigner making contributions to his country for the sole purpose of gaining special privileges—tax concessions, subsidized interest rates and the right to revel in the exchange of local currency for dollars," said Harper.

There is a basic attribute of a domestic or international corporation which is difficult for many societies to understand, he continued. This is the fundamental fact that a corporation is a voluntary association which verifies its performance through competition, and everyone involved may freely withdraw if the association represented by the company fails to meet their expectations.

"As a result, it seems to me the message of the international enterprise would emphasize that it can contribute capital, technical knowledge, management skill, and marketing opportunities to the local economy; that its ability to make these contributions can be enhanced by the freedom to exercise its voluntary charter; and, conversely, that restraint or tight regulation could only narrow the opportunities for both parties," he said.

Speaking on the future sources of manpower for international management, Antonie T. Knoppers, president of Merck

Sharp & Dohme International, said that the primary recruiting ground would remain the U.S. college campus. He said that the chief obstacle to recruitment is that most college students simply aren't enthusiastic about the prospect of a career in business.

"International management has a unique opportunity here. It is still in an adolescent phase of development, so it can present a youthful image which attracts. It operates in the midst of many stimulating cultures, and contributes directly to significant developments," Knoppers said.

He cited his participation in establishing a streptomycin factory in a tuberculosis-ridden section of India as an instance of the kind of personal fulfillment available to businessmen.

"The scale is not completely tilted against business, however, and we have time in our favor," according to Knoppers. "The college graduate will find out soon, for instance, that academic life is becoming highly institutionalized, that competition and frustrations are no less frequent than in other fields of endeavor, that a ride on the gravy train of grants, subsidized travel and the like, involves compromise and captivity as well."

Chrysler method

Chrysler vice president I. J. Minett described his firm's methods of international investment: "Unlike some other U.S. companies who insist on 100% ownership, we make it clear that our investment policy is flexible. We have some rather concrete evidence that this policy has put us into markets where we might otherwise not be.

"In Spain, for example, where we are in partnership with Barreiros Diesel, we are the only American automobile manufacturer in the country.

"We make it our business to understand the problems and respect the economic goals of the country in which we are investing, and then work to help achieve those goals."

For example, in Turkey the Government restricted further development in the overcrowded Golden Horn basin of Istanbul. Any company wanting to establish new manufacturing facilities has been forced to locate in the less developed Izmir Gulf area.

To help the Government solve the tremendous supply and communication problem caused by this relocation, Chrysler Sanayi, the local affiliate, and a number of other industrial companies, have formed a regional development planning board.

"Needless to say, the Turkish Government is very pleased not only to get the expert technical assistance it wants, but also to see this attitude of cooperation and helpfulness on our part," he said.

After listing several social services which Chrysler provides in the areas of its overseas activities, Minett said, "Now, of course, we are not there as a social service. We're there to do business and earn a profit. But the fact that we need to remind ourselves of is that under a private enterprise system the two can so easily go hand in hand."

He estimated that if U.S. foreign investments continue at the same rate as in 1965, the return flow of dollars would amount to approximately $20 billion a year by 1975.

Training of nationals

The industrial relations session emphasized the need to train more nationals to assume full management of overseas branches in the quickest time possible. Referring to the use of U.S. nationals in development teams for the training of local nationals, William J. De Genring said, "The goal of such teams should be to put themselves out of jobs as soon as possible."

The session dealt with the recruitment, development and compensation of local nationals, and the panelists emphasized the growing need for more participation by overseas employees.

Peruvian Ambassador Celso Pastor told the Americas Luncheon that Latin America is entering a new stage in its economic integration. Peru, located in the center of Latin America and the site of its most ancient culture, should be a pivot of a more closely knit Latin market, he said.

Peruvian industry is taking giant strides without the need of artificial protective barriers which are causing so much harm to the economies of other countries, according to Pastor.

They came to Peru

He also said that Peru is the outstanding area for foreign investors, mentioning that within the past two and a half years General Motors, Ford, Chrysler, American Motors, Volkswagen, Mercedes-Benz, Citroen, Renault, Fiat, and three Japanese motor firms have established plants there.

Undersecretary of the Treasury for Monetary Affairs Frederick L. Deming called upon the free nations of the world to create a new monetary reserve system. He said that the present sources of reserve growth—newly mined gold and dollars flowing from U.S. deficits—are unlikely to produce enough reserves to satisfy the world's needs and desires.

"Therefore, the question really is 'when' rather than 'if.' Contingency planning for this purpose is going on. It should be encouraged, to produce during this next year an agreed upon plan for activation when needed," he said.

A banker's long-range world trade plan

The world looks to the United States for leadership in international trade and finance, and as banker to the world, our country speaks with a position of economic strength. How, then, can the U.S. exercise its role in international economic and financial policies and provide leadership to a healthy, expanding world economy? President Rudolph A. Peterson of the Bank of America offered a seven-point proposal to this end in his keynote address to the convention he chaired:

- **Test every current policy for long- and short-term benefit to the U.S. economy and our balance of payments position.**
- **Work for greater coordination and efficiency of international money and capital markets, without straining the balance of payments position of any country.**
- **Sharpen our forecasting skills to foresee and minimize potentially disruptive financial problems whenever they occur.**
- **Press for greater cooperation among governments and central banks of the world for a coordinated international policy and for the more efficient use of reserves.**
- **Continue to work for more freedom of international trade and exchange, as well for the benefit of other countries as for the United States.**
- **Explore the growing possibilities in East-West trade development.**
- **Take a firm stand to help meet the world's growing food needs.**

Virginians hear export successes; lensmaker tackled top producers

Other examples related at Richmond World Trade meeting; U.S. exporters urged to develop Japanese market potential

Four export success stories were highlighted at the 18th Virginia World Trade Conference last month in Richmond.

William L. Zimmer, III, of A. H. Robins Co.; G. I. Coulbourn of Coulbourn Lumber Co.; F. J. Rudershausen of GBC Virginia Laminating Co.; and Pieter E. Miejer of Titmus Optical Co., Inc., told how their respective companies play the game of export and win.

Miejer said that since entering the export field in 1962 Titmus exports have become approximately 10% of their gross sales. He said that his company broke into the foreign market by selling lenses in the country of outstanding lens makers, Germany.

Miejer described how he had used the facilities of the Department of Commerce in locating agents, distributors and manufacturers abroad. He told how successful Titmus had been in participating in the U.S. trade center in Frankfurt, Germany. He said that Titmus concentrated on the German market because they felt that if they could compete in Germany's backyard they could compete anywhere.

Greater profits from exports

G. I. Coulbourn, in describing the value of export operations, pointed out that his company is making more money from export of Southern Pine lumber than from sales made within the United States.

He also told of assistance received from the U.S. Department of Commerce in Coulbourn's foreign operations.

F. J. Rudershausen, speaking for GBC Virginia Laminating Co., described how far they had come from their operations in 1946, with only one employee, to today with eight branch offices and forty-four distributing agencies to sell their laminating machines.

Rudershausen stated that he has displayed his wares at six U.S. trade centers, has participated in two trade fairs, and has received vital help from U.S. commercial officers overseas.

William L. Zimmer, III, describing A. H. Robins Co. interest and success in international trade, told how they began approximately ten years ago and are now doing business in 56 foreign countries. He related how foreign sales had climbed from nothing to an anticipated $11 million during 1966.

Robins Co. has offices in Canada, England, Mexico, France, the Philippines, Venezuela and Australia.

Zimmer also told the conference that U.S. Department of Commerce programs had been helpful in solving intricate problems encountered by his firm in day-to-day operations.

Japan not to be missed

Allen Taylor, executive secretary of the United States-Japan Trade Council, advised the conference that U.S. manufacturers and distributors who still view Japan as a traditional Far Eastern outlet are missing "a very big boat." The Japanese consumer is channeling much of his rising affluence toward satisfying wants and needs that increasingly reflect Western styles, tastes and products, he said.

"Japanese marketing characteristics have changed as incomes have risen," Taylor stated. "All the familiar U.S. marketing elements now are present: women control family purse strings, young marrieds spend more than older couples, teenagers have money to spare, independent shops are losing ground to department stores and supermarkets, credit sales are spreading, distribution is being modernized, and advertising, sales promotion, and market research facilities are expanding fast."

New consumer tastes

"Consumption patterns have also shifted," Taylor noted, "opening up new areas for American products. Eating habits, clothing styles, and recreation increasingly reflect Western tastes. The traditional dependence on rice as a staple food, for example, has declined and consumption of protein foods, processed foods, meat, fruit, vegetables, alcoholic beverages, milk and soft drinks is rising. Consumption of foreign liquor alone last year jumped by 11.6%"

"Japan's acceptance of instant coffee is an outstanding example of how traditional oriental tastes are being Westernized. Japan now imports more than $16 million worth of instant coffee a year from the United States, up from a 1956-60 yearly average of $110,000. General Foods was so successful in its coffee-drinking advertising campaign that it is now looking into instant puddings and sauces. Kellogg also is out to revolutionize Japanese breakfast menus, converting them from traditional Japanese soups to corn flakes," Taylor said.

Taylor saw the political and economic destinies of the U.S. and Japan as closely interwoven. Japan does nearly one-third of its entire foreign trade with the United States. Hundreds of millions of dollars of U.S. capital are invested in Japanese industries. Economically, Japan depends heavily on U.S. trade. Politically, it is to America's advantage to have a free and prosperous Japan as a showcase of democracy in Asia and as a check on the expansionist ambitions of Communist China, according to Taylor. He emphasized that the two countries need each other's support and friendship, and the United States should deal with any problems that arise in the same spirit as with the allies in the West.

Nearly 50 groups help Dallas note World Trade Week

Nearly 50 organizations combined to participate last month in World Trade Week in Dallas.

It was announced that the 1967 State Fair of Texas, which expects an attendance of 3,000,000 persons, will have the theme "Texas International" and will emphasize the emerging role of Dallas and Texas as a world trade center.

More than 40 speakers were furnished by the Regional Export Expansion Council during the week to local service clubs and trade organizations. Almost all the REEC members in the area participated.

An international business day was held on the Southern Methodist University campus, sponsored jointly by the University's School of Business and the Department of Commerce Dallas Field Office. Approximately 600 Dallas businessmen and students attended the various lectures. Keynote speaker was David Bell, vice president of the Ford Foundation and former administrator of the Agency for International Development.

Sees 50% export gain needed if U.S. is to hold pace

Commerce official warns on inflation, high shipping costs

To maintain our current share of world business, U.S. exporters will have to increase sales by 50 per cent in the next decade and by nearly 300 per cent by the year 2000, according to Lowell K. Bridwell, Under Secretary of Commerce for Transportation. To increase our share would require even greater efforts, Bridwell told the Foreign Commerce Club of New York at its 24th Annual Steamship Night last month.

In 1965, although U.S. exports reached an all-time high at $26.6 billion, the U.S. share of world business declined in two-thirds of its principal foreign markets. The threat of inflation in the United States, together with the high cost of shipping, could price the U.S. out of a lot of world markets, unless the drive to reduce shipping costs and increase foreign trade succeeds.

One way of reducing these costs, he said, is by containerization of ocean-borne cargo. Among the advantages of containerization are: less inventory, less warehousing, faster delivery, expedited processing and preparation of shipments, less pilfering and damage.

U.S. shippers and ship operators stand to gain more than their foreign counterparts by improving cargo handling, according to Bridwell because U.S. dock and shipboard wages are higher. Cargo handling costs range from 135 to 1200 per cent higher in U.S. East Coast ports than they do abroad.

Bridwell mentioned the rate of growth of air cargo as a competitive factor in freight transportation. Further competition will come from Japan, which is embarking on a five-year plan for placing the country's shipping on a full-fledged containerization basis.

EXECUTIVES VIEW MEMPHIS SEMINAR EXHIBIT. Among 100 management leaders at the Mid-South's first executive level export seminar were (from left) B. H. Witham, IBM World Trade Corp.; Robert G. Wilson, Barbecue King; Francis W. Parker, Genesco LEXIM division; Charles P. Baswell, PurOlator Products, and Daniel Davis, Kimco Auto Products. The Commerce Department Memphis Field Office is assisting a number of firms entering world trade as an aftermath of the meeting.

SECRETARY CONNOR RECEIVES REPORT of the preliminary findings of the National Export Expansion Council's Action Committee on Trade and Investment in the Developing Countries at a Commerce Department work session last month. From left are: Paul Dietz, vice president of Allis-Chalmers Manufacturing Co., Gilbert Carter of AID, William Krebs of Arthur D. Little Co., Edward Littlejohn of Pfizer International, John Martin of Litton and Mr. Connor.

MICHIGAN EXPORT EXPANSION LEADERS who met in Detroit recently are (right) Carl F. Gerstacker, of Midland, chairman of the National Export Expansion Council, and Gerald B. O'Neill of the National Bank of Detroit, chairman of the Michigan Regional Export Expansion Council.

SMALL FIRMS AIDED

CASL is traders' link

Steamship lines' overseas agents direct U.S. companies to overseas customers

By ROBERT W. BARRIE
Director, Trade Expansion
Committee of American Steamship Lines

The most significant achievement in the year-old trade expansion program operated by the Committee of American Steamship Lines is the development of an effective new line of communications between the small American manufacturer and his potential customers overseas.

By using the complimentary "Ask CASL" service—as more than 2,500 companies have—the American businessman without his own overseas sales force now finds that he has energetic and knowledgeable representatives all over the globe. They carry and demonstrate his samples, deliver his sales literature, pinpoint and introduce customers, and show him the ropes of foreign trade on an individual basis. In the first year of operation, 15,000 market inquiries were received and processed.

What the National Export Expansion Program has done for the U.S. business community as a whole, the CASL program is starting to do in a big way for the individual company, as a part of the export program spearheaded by the Department of Commerce.

A sample in hand

As Commerce Department trade missions have learned over the years, nothing creates sales faster than samples in hand, and knocking at doors overseas to place these samples is something that overseas representatives of the 13 CASL lines are uniquely equipped to do in foreign ports. They start off with first-hand knowledge of local business and businessmen, and introductions are easy from there.

The CASL program started off by offering a wide range of services such as advice on packaging and inland transportation—all of which are still available—but the direct sales-oriented activities quickly took over as the most popular facet of the program. The 1,300 overseas agents and company representatives of the American-flag lines soon showed their ingenuity and doggedness in speaking for potential American exporters, and their efforts are helping the U.S. balance of trade.

In the Far East, for example, the overseas agents demonstrated a soldering iron for a California electronics company, with resultant orders. They took aim to help a BB-gun establish a market in the Philippines. In another case, samples of a line of air conditioning equipment were circulated for a diversified company trying to get a foothold abroad in that field.

An Akron manufacturer who recently returned from South America, wrote that he had his most successful business trip in years simply by calling on prospective customers suggested by CASL agents in the different cities he visited. He said that in some cases they went with him on all the calls, in addition to setting up the appointments. He said the courtesy was fabulous and had led to actual sales which will be shipped soon.

An East Coast CASL line found, in a one day visit to six New York companies which had asked CASL for assistance, that three already had shipped goods as a direct result of the help received, and the other three were in varying stages of negotiation, all of them expecting positive results from the effort.

Unexpected returns

The local knowledge of the steamship men in their home ports can lead to some entirely unexpected returns. A manufacturer of lawn sprinkling systems asked CASL to find a market for his product in Northwestern Europe and the British Isles.

The British Isles' "green and pleasant lands" didn't get that way by being sprinkled. The rainfall is ample, but the Glasgow office that handled the inquiry showed the sprinkler to a number of

GLOBAL PIPELINE TO MARKETS, the CASL network of steamship trade development offices, is explained by Robert W. Barrie (left), to Syracuse, N.Y., banker Frank Morano and U.S. State Department trade official Joseph A. Greenwald (right). Mr. Barrie, author of the accompanying article, is a former deputy coordinator of the National Export Expansion Council, now directs CASL's program.

prospective jobbers and finally came up with a brilliant suggestion. While there was no market for the lawn sprinkler, there was a potentially large market for the fertilizer spreader. The sprinkler, with some slight modification, could be used to soak front lawns with liquid fertilizer. The U.S. manufacturer is working on it.

The CASL program works for imports too, and the Taiwan exporter of the delectable mahi-mahi fish was happily satisfied when the CASL lines reversed the usual procedure and carried samples to the United States. Result: two shipments worth $50,000 and the mahi-mahi is a permanent feature on the menus of Polynesian restaurants on both the east and west coasts.

The lines of communication must start somewhere, of course, and a great deal of effort goes into convincing the unconvinced that exporting is worthwhile, that the red tape is surmountable, that foreign money is easily converted into greenbacks, and that language is no barrier.

This missionary work was pioneered by the National Export Expansion Council through its clinics and conferences, and CASL has borrowed a number of the techniques.

CASL's Trade Expansion Committee sponsors foreign trade work shops and conferences in various cities, on the coasts and inland, in cooperation with the Department of Commerce, state economic development groups, chambers of Commerce, universities, and others. They were enthusiastically received in San Diego, Trenton, Siloam Springs (Arkansas), Minneapolis, Houston, San Francisco, and Syracuse.

Depth interviews

A portion of the day-long conferences are devoted to depth interviews on overseas marketing with a CASL specialist. All of these interviews have resulted in bringing some potential exporters to make that first consignment for overseas delivery, and they have helped others to improve their profits on exports they were already shipping.

In addition to the conferences, CASL keeps businessmen aware of its overseas services through a free quarterly newsletter with a circulation of 42,000 called "Trade Expansion News" which keeps exporters and would-be exporters abreast of the possibilities and new developments.

So far it has not been possible to develop a dollar figure for the exports the CASL program has stimulated, but it is estimated to be large and growing. It comes to grips with the essentials of foreign trade by introducing sellers to buyers and showing them both what they have been missing.

Participants in the program, operators of 270 ships plying the major trade routes of the world are: American Mail Line, American President Lines, Delta Steamship Lines, Farrell Lines, Grace Line, Gulf and South American Steamship Company, Lykes Brothers Steamship Company, Moore-McCormack Lines, Pacific Far East Line, Prudential Lines, States Steamship Company, The Oceanic Steamship Company, and United States Lines Company.

"Our pursuit of buyers for the seller and our guidance all the way through to the point of sale establishes the three-coast Trade Expansion Committee and Senior Vice-President of Grace Line. "We make it a highly personalized service. Foremost in our objectives is an improvement in the balance of payments and the growth of our exporters' businesses."

Reason for service

Why do the steamship lines provide such a far-reaching service at no cost to the U.S. businessman? The thinking, of course, is deeply rooted in the profit system, but it is strictly long range thinking in development of the steamship industry.

"There is no direct profit relationship between the lines and the CASL program for exporters," Mr. Senn said. "If a deal is made between buyer and seller, the goods must be shipped somehow. A percentage of the overall gains is bound to accrue to all of the steamship lines involved in this program—and all other steamship lines too—in due course, simply through the fact that 99.656% of all goods move overseas by ship."

In the steamship cargo industry, fan letters are not frequently nor lightly written by satisfied users. CASL, however, gets letters—lots of them. One of them puts a capstone on this unusual cooperative program:

"What you are doing is wonderful," a businessman wrote. "You are going out and locating customers for salesmen to call on. You are creating completely new marketing possibilities for American businessmen."

The American-flag lines feel that the "Ask CASL" program is the logical extension of the Department of Commerce efforts to stimulate exports.

CASL is also working closely with the Trade Missions Division of the Bureau of International Commerce in developing combination Mobile Trade Fair/Industry-Organized Trade Missions in the near future.

One proposal, which was made to the annual conference of 13 Midwestern governors, calls for such a mission to visit the Near East next fall. Planned stops would include a visit to the Beirut International Trade Fair, and ports of call in Libya, Greece and Italy.

CASL and BIC are trying to organize a similar mission to call on nations along the west coast of Africa sometime next year.

CASL members would supply personnel and freight space, while BIC would assist with inland transportation of exhibits, port clearance costs, sight rental costs, and the major portion of promotion expenses.

Commerce denies U.S. export rights to Malaysian firm

Scientific Supply Co. Ltd. fails to furnish requested information

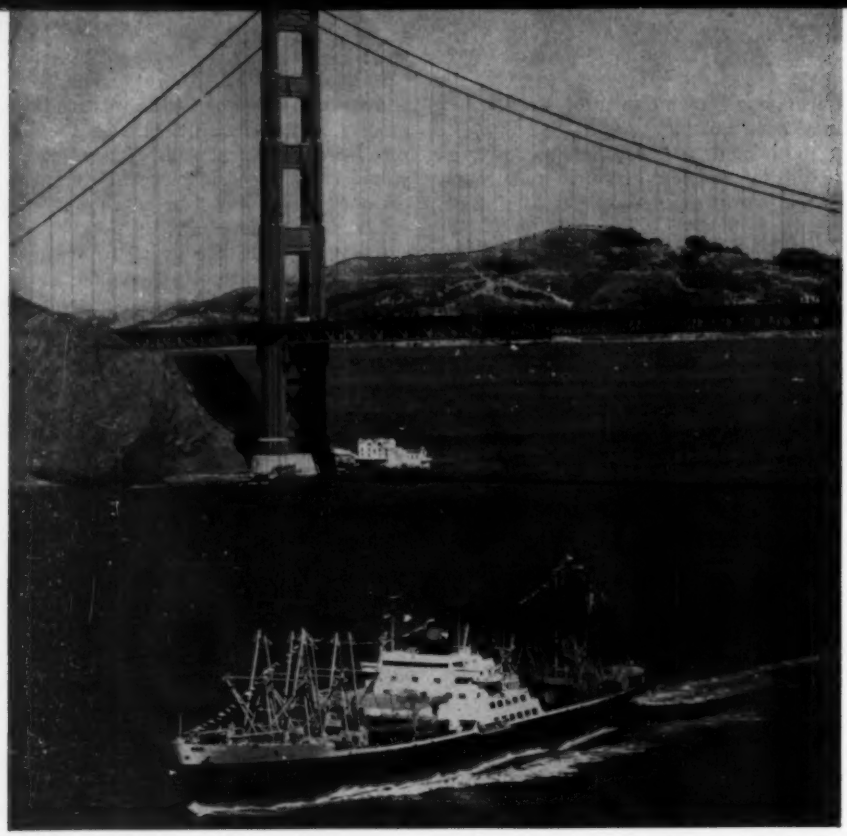
The Scientific Supply Co. (Malaysia) Ltd. of Kuala Lumpur, Malaysia, has been indefinitely denied U.S. export privileges by the Bureau of International Commerce, Department of Commerce.

The action was taken because of the close relationship of this firm to C. J. Rawlins and Scientific Supply Co, also of Kuala Lumpur, who were indefinitely denied U.S. export privileges on Oct. 6.

The denial order against Rawlins and Scientific Supply Co. was issued after they failed to furnish information requested regarding their disposition of U.S.-origin electronic equipment. Rawlins is managing director of both Scientific Supply Co. and Scientific Supply Co. (Malaysia) Ltd., and there are other individuals who are directors in both companies. The present action was taken to prevent evasion of the Oct. 6 denial order.

The restrictions against Rawlins and Scientific Supply Co. are applicable to Scientific Supply Co. (Malaysia) Ltd., which is denied the privilege of participating in export operations involving U.S. commodities or technical data.

The export regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities exported from the U.S.



OCEAN SHIPMENTS OF DRIED VEGETABLES are consolidated and accumulated to cut freight costs of orders from overseas customers of Berger & Plate Co. These factors help the firm to meet competitors from areas with cheaper production costs. Sales are made through a subsidiary in Geneva.

European subsidiary help earn 'E' for agricultural export firm

Berger & Plate Co. branch in Switzerland established by firm to introduce U.S. dried vegetables into EEC and EFTA markets

A San Francisco exporter of agricultural commodities was presented a Presidential E for export excellence award on Oct. 24 by Deputy Assistant Secretary of Commerce Mark C. Feer.

Berger & Plate Co., through its European subsidiary, is able to keep a close check on the market pulse for its commodities, enabling it to meet highly competitive market conditions.

The company attributes its sustained growth in exporting to its subsidiary firm, Berger & Plate S.A., which is based in Geneva. The subsidiary was established in 1961 to launch the parent company's overseas sales campaign.

By having a European branch, the home office is constantly in touch with conditions in agricultural production and consumer demands throughout the continent. The firm is thus able to offer services to its clients which are not available from other concerns.

Being a grower, processor and domestic shipper as well as an exporter makes it possible for Berger & Plate to meet competition abroad by cutting production costs.

Berger & Plate plants in Idaho and California and offices in San Francisco and Geneva have a combined staff of only 37 persons. In 1963, this small but active enterprise had pushed exports to 21% of total sales and by 1965, of a total sales of more than $4 million, exports accounted for 28%.

The firm's sales of dried beans, dried peas, lentils, seeds, grains and feed to Europe have been facilitated by its use of U.S. selling and marketing techniques in its major markets in the United Kingdom, France, Spain, Italy, Greece, Switzerland, Holland, Belgium, Germany, Denmark, Israel and Japan.

President of the firm, D. L. Berger, was one of the original founders and organizers of the Confederation of Commerce & Dried Vegetable Industry, of which he is currently serving his second term as international vice president.

This confederation is an organization of associations representing the importers and exporters from the major producing and consuming nations of dried beans, peas and lentils. Berger was instrumental in having the U.S. National Dry Bean Council become a member of the confederation as the U.S. trade association representative.

The confederation was formed, Berger said, as a meeting ground for the industry and to develop free exchange of information within the group. A subcommittee is exclusively concerned with representing the industry before the EEC committees in Brussels.

"Therefore," he said, "the U.S. producers are assured a proper presentation of its position insofar as it relates to tariff policies affecting the free movement of these commodities in the European common market.

"Such a position enables the U.S. industry to avoid the problems that the poultry industry encountered with the EEC," he said.

San Francisco event

Berger accepted the Presidential award won by his firm at a special luncheon at San Francisco's Commercial Club. The award brought the number of E awards won by California firms to 67.

The E award is made to firms and organizations which make significant contributions to the export trade of the U.S. The award is made through the Department of Commerce and consists of a blue E on a white flag and a certificate.

Presentation of the award to Berger & Plate Co. marks the 748th award to be earned since a 1961 Executive Order revived the World War II symbol for defense production excellence for use in the Government's export expansion campaign.

In evaluating an application, the award committee is guided by the following criteria: A substantial increase in volume of exports on a sustained basis; successful introduction of a new product into U.S. export trade; development of a market abroad for an existing product not previously exported; breakthrough in a market where competitive conditions are extremely difficult; and opening of a new trade area previously closed to U.S. companies.

Advanced U.S. hand tools will be displayed in upcoming exhibit at Tokyo Trade Center

Opportunities greatest for gasoline-powered and pneumatic equipment; drills, torque wrenches, grinders, polishers among items most in demand

As the Japanese industrial economy reaches new highs after experiencing a minor recession over the past several years, plant expansion and industrial production are leading the way. Japanese firms need many small production hand tools of the latest types to modernize existing facilities and equip new ones.

To help U.S. manufacturers of sophisticated hand tools gain a foothold in the rapidly growing Japanese market, the U.S. Trade Center in Tokyo has scheduled an exhibition of industrial hand tools for Jan. 31-Feb. 7, 1967.

Japanese manufacturers are unusually selective buyers, and not every U.S. product in any field will sell well in Japan. U.S. tools are respected in Japan for their advanced design and for their quality of workmanship, but ordinary, standard types of tools are available from local Japanese manufacturers in such quantity that sales by U.S. firms are unlikely in any quantity.

U.S. equipment which enjoys a virtually guaranteed market is the newest, latest, and most sophisticated in the field. The higher price of some U.S. items is no barrier to sales in Japan, as long as the tools do the job better, more efficiently, or in a unique way.

Items in demand

Especially in demand now in the Japanese market are small hand tools in the pneumatic and gasoline-powered categories. Some electric equipment is sought, but the Japanese show little enthusiasm for "do-it-yourself" tools of the type used in a home workshop.

Several types of tools are in particular demand at this time, as determined by market surveys made in Japan. They include:

- Air wrenches, torque control wrenches, and screwdrivers
- Electric drills, grinders polishers, sanders, and saws
- Pneumatic drills, grinders and saws
- Pavement breakers
- Floor polishers and concrete finishers
- Chain saws
- Fastening tools
- Air riveters
- Paint sprayers
- Power impact tools (powder actuated)
- Cutting tools used in machines
- Machinists' hand tools

When Japan's Prime Minister Hayato Ikeda introduced his ten-year plan to double the country's national income, in 1960, he included as a basic part of his program the modernization and expansion of Japanese industry. The demand for sophisticated production equipment from the U.S. has grown with the shipbuilding, automotive, electronics, and other industries.

Special services

A number of special services will be offered by the staff of the Trade Center to U.S. firms who agree to exhibit their products at the hand tool show. Individual invitations will be mailed to the broadest possible cross-section of prospective tool customers, import agents, distributors, engineers, and government officials.

In addition, an intensive market development campaign will be conducted throughout Japan, using all available media, and emphasizing the fact that all equipment to be displayed will be selected on the basis of its applicability to the present requirements of Japanese industry. The campaign will also stress the advantages of the latest and most advanced U.S. tools which will be on display at the show.

Many of the tools covered in the scope of the upcoming show may be imported into Japan without restrictions, but an import license is usually required. Export licenses are not generally required by the U.S. Government, but isolated exceptions do exist. Exhibitors in doubt about either question may contact the nearest Department of Commerce Field Office for further assistance regarding specific items.

Companies wishing to obtain information on participation in the spring show in Tokyo may contact: Robert Levine, Bureau of International Commerce (Code 926), U.S. Department of Commerce, Washington, D.C. 20230, telephone Area Code 202, WOrth 7-4705, or from any of the Department's 42 Field Offices.

Foreign buyers expected at Australian automotive show

Australia has scheduled Automotive Engineering Exposition, scheduled for Oct. 16-19, 1967, at the Exhibition Buildings in Melbourne. The exhibition is being sponsored by the National Council of the Institution of Automotive and Aeronautical Engineers.

Special groupings of vehicle manufacturers are being arranged, with exhibitors encouraged to show technical demonstrations of manufacturing processes, research and testing techniques, and quality control.

Participation in the exhibition itself is limited to Australian-based firms, but it is expected that numerous overseas buyers will attend the show, which will be held in conjunction with the 1967 Australasian Convention of the Institution of Automotive and Aeronautical Engineers.

European biochemists to meet in Oslo for 1967 convention

A special section has been set aside for U.S. companies in the product exhibition which will take place in conjunction with the Fourth Meeting of the Federation of European Biochemical Societies, set for July 3-7, 1967. Six American firms have already signed up for space through their Norwegian subsidiaries or representatives.

As many as 2,000 active biochemists from 20 European countries are expected at the meeting, as well as some from the U.S. and other countries outside Europe. For further information on available display space, **write:** Federation of Biochemical Societies, University of Oslo, Blindern, Oslo 3, Norway.

Upcoming Australian exhibit to stress science development

American manufacturers of technical and scientific equipment have been invited to exhibit their products at the forthcoming Science in the Development of Australia Exhibition, to be held in Melbourne, June 26-July 11, 1967.

The show is being presented by the Science Teachers' Association of Victoria, and is being organized by Exhibition Promotions, Ltd. Exhibit categories include scientific equipment, applications, and finished products resulting from scientific processes.

Write: Exhibition Promotions, Ltd., 415 Bourke St., Box 2016S, G.P.O., Melbourne C.1, Australia.

Printing boom in Italy leads to plant expansion and renovation

Milan Trade Center show will give U.S. firms valuable foothold in rapidly growing market for printing, binding equipment

Soaring consumption of printed matter and rising labor costs have led Italian printers and publishers to expand and modernize their plant facilities, using the latest in automated equipment. The current market for printing and bindery equipment in Italy is estimated at $55 million annually, and industry growth should continue indefinitely at a rate of 5 to 8 percent yearly.

To help U.S. companies get into this expanding market, the U.S. Trade Center in Milan will stage an exhibition of printing and bindery equipment, Feb. 8-13, 1967.

In a large segment of the graphics industry American equipment is recognized as superior in design and efficiency. Italian printers are actively seeking machinery and processes which will cut production costs and increase quality of reproduction.

U.S. manufacturers of printing machinery have much to offer in the way of high-speed, multi-operation machines, as well as new techniques of printing.

The entire Italian printing industry is now facing the need to renovate its plants to keep abreast of technological progress. Some 35 percent of all printing machinery now in operation in Italy is 30 to 40 years old.

Government subsidies

Recognizing the need for modern printing facilities for an increased standard of living and a rising level of education, the Italian Government recently appropriated $160 million to subsidize the establishment of small- and medium-sized printing concerns.

Items especially in demand for the establishment of new firms and the renovation of old ones include:

- Web-offset presses and multicolor sheet-fed offset presses
- Photo-typesetting machines
- Computerized typesetting machinery
- Rotary relief presses
- Advanced screen-printing equipment
- Automatic offset proof presses
- Newspaper printing presses
- Process cameras and other plate-making equipment
- Electronic engraving machines

The three-dimensional printing process is a new development about which the Italians are most anxious to have more information, and sales should develop as this technique develops. New equipment and processes of any sort are in great demand, especially if not available in the Italian market.

Although Italy is recognized as having an advanced printing machinery industry, imports to equip new printing shops and binderies and replace outdated machinery are running at almost 40 percent. Principal competition with U.S. products for this sizable import market comes from Germany and other European countries.

Best way to reach Italian buyers

The show at the Trade Center will be the only showing of American equipment in 1967 which will have an appreciable attendance by leading users in the Italian printing and bindery trades.

The average annual growth rate of the Italian economy as a whole has been exceptionally high, and the nation's industrial output is moving upward again, by an estimated 8.7 percent this year, following a slight recession during the period 1963-64.

No import restrictions exist on equipment of the type to be shown at the Trade Center exhibition, and no exchange permits are required.

The Milan Trade Center has proven an effective and economical means for U.S. manufacturers to reach those in Italy with purchasing power for their products. The market surveys conducted by the Center staff before each show provide the quickest and easiest customer and potential agent identification possible.

U.S. firms interested in getting exposure for their products in the printing and binding field, or establishing representation for their products on a permanent basis in Italy, may obtain more information about participation agreements for the February show from: Herbert H. Lindstrom, Bureau of International Commerce (Code 934), U.S. Department of Commerce, Washington, D.C. 20230. Phone: Area Code 202, WOrth 7-3944.

Hanover Fair to show nuclear power items

Engineering exhibits to supplement steam, water generating equipment

With commercial interest in nuclear engineering products and processes spreading rapidly throughout the world, international exhibitions of equipment and technology in the field are multiplying. Nuclear engineering has long been a feature of the Hanover Fair in Germany, and 1967 will be no exception.

Next spring, from April 29-May 7, nuclear engineering will share the spotlight with steam and water power generating exhibits, as it does in each odd-year showing.

American firms exhibiting at the NUCLEX nuclear energy exhibition in Basel, Switzerland, this past September found unprecedented sales opportunities throughout Europe.

The Organization for Economic Cooperation and Development has forecast that nuclear power stations will be providing over 40 percent of Europe's electric power by 1985, and the organizers of the Hanover Fair have devoted great attention to the needs of this industry.

The increasing importance of atomic energy in Europe is shown by the fact that the 1967 exhibition of steam, water, and atomic energy will occupy three exhibit halls, rather than a single hall as in the past.

Double-barreled show

Hanover will provide a two-fold exhibition for the visiting nuclear engineering technologist at the 1967 Fair. A survey in depth of the latest developments in reactor installations will be provided, as well as a full display by the supply industries of everything from electronic controls to radiation detection and measuring equipment.

Independent surveys conducted at the Hanover Fair show that at the 1966 edition 41 percent of the German visitors and 64 percent of the foreign businessmen in attendance were conpany directors or managers, or otherwise had senior executive status.

U.S. firms wishing to take advantage of the opportunity afforded by the Hanover Fair to gain valuable product exposure in the expanding European market may obtain further details about participation by writing: Deutsche Messe- und Ausstellungs, A.G., 3 Hanover, Messegelaende, Germany.

OPENING DAY VISITORS sign in at the registration desk (above left). Lists of visitors are provided to exhibitors at the end of each day. Numerous business discussions are in progress throughout the exhibit area (above right) on opening day. J. L. Engelsberg, president of Sethco Pump Co. (seated at left below), is shown concluding a distribution agreement with Adriano Rossi of Milan, who was named as Sethco's new agent.

EXHIBITING ITS VALVES for the first time in Italy, Dezurik Corp. found representation two days after the show opened. Shown in photo at left below are (left to right), J. Verhaege, Dezurik's European sales manager; Mr. Carraro, the new Milan agent; and Mr. Dezurik, company president. At right below, a visitor to the exhibition examines Dorr-Oliver, Inc. display of Merco-Daf centrifuge.

Chemical equipment sells well at Milan

Three concurrent events of interest to the European chemical industry gave a boost to the recent show of chemical processing equipment at the U.S. Trade Center in Milan, Oct. 8-16. Visitors to the Trade Center display were only a short distance from the 17th International Chemistry Congress and the Second International Chemical Exhibition, both sponsored by the Italian Chemical Society and the Italian Association of Chemical Engineering.

Thirty U.S. manufacturers showed their products at the Trade Center during the chemical show. The three events were opened in a single ceremony, with Italian Minister of Industry Andreotti, U.S. Minister Francis Meloy, and the mayor of Milan officiating.

Over 1,000 interested chemical industry visitors attended the Trade Center during the first two days of the show as a result of the tie-in with the Italian exhibition. By the end of the nine-day Center effort, 5,216 persons had attended, 3,885 of them in the chemical industry.

Immediate sales totaled $64,000, with $2 million in sales forecast over the next year. Eleven firms signed agency agreements with local representatives, and eight were under study as the show ended.

Several companies reported outstanding successes. Dorr-Oliver's representative stated, "In the first two hours we had more inquiries than at an entire similar fair last year." American Felt garnered the first order of the exhibit, with a sale to an Ethiopian buyer, and by the end of the first several days of the show, had received 22 more inquiries.

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Space fully booked

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9.**

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctor's services. **London Trade Center. Nov. 9-16.**

Food processing and packaging equipment, chemicals, light metalworking equipment, general industrial machinery. LIBYA, TUNISIA, MOROCCO. U.S. Trade Mission. Mission scheduled for **Nov. 12-Dec. 12.**

Welding and cutting equipment and supplies. NORTHERN EUROPE. Both light and heavy industry throughout the region are experiencing substantial growth. Metalworking and assembly operations, particularly those requiring highly portable equipment as well as products used with new alloys, are prime markets for modern American equipment. This trade promotion event is a sequel to the very successful U.S. Commercial Exhibition staged at the International Welding and Cutting Show, held in Germany in 1965. Visitors from Denmark, Finland, Norway and Sweden, representing a wide range of manufacturers and service industries expressed intense buying interest in advanced U.S. equipment on display. **Stockholm Trade Center. Nov. 14-19.**

Space fully booked

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Space fully booked

Operation Seek and Find. SOUTHEAST ASIA. Timed to coincide with the First Asian International Trade Fair which will attract major buyers, agents, and distributors from all over Southeast Asia, this Sample Display type of exhibit will feature transportation and communication equipment, building materials, medical and educational equipment, and electrical consumer goods. **Bangkok Trade Center. Nov. 15-Dec. 15.**

Space fully booked

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

exhibitions

Space fully booked **Self-service and supermarket equipment. JAPAN.** U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec.1.**

Space fully booked **Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA.** A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition. Caracas. Nov. 22-Dec. 2.**

Microfilming, reprographic, and advanced documentation equipment. GERMANY. Recent changes in German law now make microfilm records legal. This and other developments offer new and important sales opportunities for U.S. manufacturers. In addition to microfilming, storage, and retrieval needs, there are expanding markets within many segments of the reprographic facilities of the nation. Document handling services of libraries, banks, insurance companies, and commercial firms are growing rapidly and require sophisticated equipment of many types, including products for "in-house" reproduction centers. American firms with experience in systems selling will have important competitive advantages; knowledge of applications of reprographic equipment is desired by German institutional and business interests. **Frankfurt Trade Center. Nov. 30-Dec. 7.**

Agricultural machinery and equipment. THAILAND. A primary producer and exporter of agricultural products, Thailand offers U.S. manufacturers of agricultural and irrigation equipment and machinery excellent prospects for both immediate and long-range sales. The Thai government is encouraging farmers to increase output. To meet the demands of rising population and increasing industrialization, more modern agricultural methods and machinery are urgently needed. **Bangkok Trade Center, Jan. 11-24, 1967.**

Electrical control equipment. UNITED KINGDOM. New plant construction in the United Kingdom will boost electrical generating power capacity to 54,000 megawatts by 1970—a growth rate of 9 percent per year. Capital investment in the electrical industry during the period 1965-1969 is estimated at $11.2 billion. This expansion creates a market for all available devices for speeding technological development. There is a significant demand for advanced U.S. electrical control equipment including switches, relays, capacitors, circuit breakers, rectifiers and other related products. **London Trade Center. Jan. 17-27, 1967.**

Industrial hand tools. JAPAN. The market for a wide variety of pneumatic, gasoline, and electric hand tools for production line use is expanding rapidly. American tools are known for their high quality and fine craftsmanship and are in growing demand in Japan. **Tokyo Trade Center. Jan. 31-Feb. 7, 1967.**

Space fully booked **General industrial, office and agricultural machinery. GHANA.** Machinery and equipment in the following categories will be exhibited: General industrial, agricultural, office machinery, construction, materials handling, food processing and packaging, consumer goods. A politically stable economy and an expanding industrial base have created a good market for a wide range of equipment and consumer goods. An extension of the sample display service at the show will provide an excellent means for U.S. firms to become established. **Ghana International Trade Fair, Accra. Feb. 1-19, 1967.**

Small-scale industries, agricultural equipment, consumer goods, consulting engineering, general international trade. GHANA, CONGO (KINSHASA), ZAMBIA. U.S. Trade Mission. Business proposals should be submitted by Dec. 8. Mission is scheduled for **Feb. 1-26, 1967.**

Printing and bindery equipment. ITALY. An increasing consumption of printed matter provides a lively market for advanced American production equipment. Web-offset and multicolor offset presses, photo-composition machines, and automatic control devices are among the many items of special interest. No import or exchange restrictions. **Milan Trade Center. Feb. 8-13, 1967.**

Electronic data processing equipment, systems and services. GERMANY. Germany, one of the most highly industrialized nations in the world, has needs for quantitative and qualitative data handling systems and represents a prime, multimillion dollar market for U.S. produced EDP equipment with advanced commercial, industrial and scientific applications. Recent investigations reveal that the country has less than 50% of its requirements fulfilled. Several U.S. firms are now well established there and "newcomers" can successfully penetrate the market, because demands are expanding at an increasing rate. U.S. experience and systems know-how are familiar to, and welcomed by all types of German businessmen, industrialists and scientists. **Frankfurt Trade Center. Feb. 8-15, 1967.**

Space fully booked **Specialized electronic systems and instrumentation. JAPAN.** U.S. suppliers sold over $64 million worth of commercial, industrial, and military electronic equipment to Japan in 1964. The market for these products is growing as high buyer receptivity to latest U.S. equipment and techniques becomes increasingly evident. **Tokyo Trade Center. Feb. 20-25, 1967.**

Dairy and food processing and packaging equipment. SCANDINAVIA. Sweden and its Scandinavian neighbors are experiencing a rapidly rising demand for convenience food. This demand, prompted in large measure by the large number of working wives and the growing popularity of self service food stores, is in turn creating a need for machinery, equipment and supplies to service the dairy and food industries. A particular need exists for advanced laboratory and testing equip-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors. Centers are in Beirut, Manila, Nairobi, and Bangkok.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

ment and mechanized labor saving devices, especially in view of the continual scarcity of labor. American companies with modern equipment in this field will benefit by exhibiting their products in this market. **Stockholm Trade Center. Feb. 23-Mar. 1, 1967.**

Construction, farm, and automotive maintenance equipment. LIBYA. Unprecedented market opportunities abound in Libya's social and economic program stimulated and financed by its new-found oil wealth. Construction and agriculture have top priority in the Government's Development Plan that calls for expenditures of at least $325 million in the next two years. In addition, the private sector is in a $1 billion construction boom of its own and needs all kinds of building materials and equipment. **U.S. commercial exhibition, Tripoli International Trade Fair, Libya. Feb. 28-Mar. 20, 1967.**

Heating, ventilating, air-conditioning, and sanitation equipment. ITALY. Huge multi-billion dollar Italian government construction programs for schools, hospitals, tourist facilities, and state-owned industrial plants over the next few years open excellent market possibilities for U.S. manufacturers of heating, ventilating, air-conditioning, and sanitation equipment. The U.S. exhibit coincides with the annual Italian Exposition and Convention on Heating, Air-Conditioning, Refrigeration, and Sanitation Equipment at the Milan Fairgrounds adjoining the Trade Center. **Milan Trade Center. Mar. 1-7, 1967.**

Specialized medical research and hospital laboratory equipment and supplies. GERMANY. German hospital and medical requirements for laboratory and research equipment, instruments and supplies are growing. There are 150 privately operated clinical laboratories and nearly every one of the 3600 hospitals provide a variety of analytical and medical investigative services. There is considerable need and desire to expand and modernize many of the existing facilities. U.S. manufacturers catering to clinical chemistry, pathology, hematology and related medical disciplines will find promising market opportunities, especially in the fields of medical research. **Frankfurt Trade Center. March 13-18, 1967.**

Equipment and supplies for commercial and residential buildings. THAILAND. Thailand's dynamic economic growth is being paced by booming construction and steady increases in tourism. Hotel rooms are expected to increase 500 percent by 1970, and new restaurants and apartment houses are springing up daily. Existing buildings are modernizing their equipment to meet the competition from new construction. Demand for building and catering supplies and equipment is met almost entirely by imports, as very little in these lines is produced domestically. **Bangkok Trade Center. March 22-30, 1967.**

Paper finishing and conversion equipment and supplies. SCANDINAVIA. Sweden and its Scandinavian neighbors are experiencing a need for modern equipment and supplies for their paper finishing and conversion industries. The shortage of labor, rising wage costs and competition from other paper producing areas is necessitating a modernization of facilities. This situation creates a highly receptive audience for modern equipment in the field. U.S. companies will benefit by exhibiting their products in this market. **Stockholm Trade Center. March 30-April 4, 1967.**

Machine tools, general industrial equipment, food processing

and packaging, electronic components, chemical products and raw materials. BRAZIL. U.S. Trade Mission. Business proposals should be submitted by Feb. 1, 1967. Mission is scheduled for **April 2-29, 1967.**

Measurement and control apparatus. FRANCE. The French market for this equipment has experienced even, strong and uninterrupted growth in consumption. The market doubled in the last five years and will double again to $330 million in the next three years. The most promising means to reach this market is by MESUCORA, a quadriennial trade fair, which will be attended by more than 100,000 technicians and buyers from all over Europe. **U.S. commercial exhibition, MESUCORA, Paris. April 14-21, 1967.**

Area and investment development, metal and mineral mining and processing equipment, food processing and packaging equipment, general industrial machinery, metalworking machinery. TURKEY. U.S. Trade Mission. Business proposals should be submitted by Feb. 28, 1967. Mission scheduled for **April 15-May 13, 1967.**

Welding machines & apparatus, inspection testing, machine tool attachments and components. UNITED KINGDOM. The British import market for machine tools is worth $100-110 million annually. Imports of welding equipment add another $15 million. There has been a sustained increase in imports for the past several years and all indicators show that this trend will continue. U.S. manufacturers will be able to show and sell to 50,000 production managers and engineers. **U.S. commercial exhibition, International Engineering and Welding Exhibition, London. April 25-May 4, 1967.**

Materials handling equipment. EUROPE. Throughout industrial Europe materials handling equipment is in increasing demand. Problems arising from shortages of labor, spiraling wages and production costs call for constant attention. Devices and systems which will lift, load, store and convey all types of products and materials quickly and economically are constantly in demand as a prime means to increase output, reduce labor input and hold the cost line. In Germany alone consumption of materials handling equipment was valued at approximately 400 million dollars in 1965, of which imports accounted for almost $30 million. U.S. systems and equipment for automated warehousing, boxcar and truck loading, order picking, weighing and registering, as well as narrow aisle trucks, special purpose fork lifts, advanced design clam and other grab buckets, magnetic conveyors, vacuum-lift systems and fluid control devices are among the items which are expected to elicit particular interest. **U.S. commercial exhibition, Hanover Trade Fair. April 30-May 7, 1967.**

Consumer products. Grands Magasins a L'Innovation, BELGIUM. A group of buyers from L'Innovation, Belgium's largest department store chain, will visit the United States this fall to purchase some $300,000 worth of U.S. consumer goods for an "America Weeks" sale. The extensive shopping list includes ladies', men's and children's ready-to-wear garments; sportswear and undergarments, including beach articles; household articles of all kinds, such as fabrics, notions, white goods, furniture and house furnishings, electrical appliances and gadgets; personal items, drugs and cosmetics, jewelry, stationery, and paper products. This "America Weeks" promotion will be held in at least five L'Innovation stores—two in Brussels, and one each in Antwerp, Liege and Ghent. Scheduled for **May 5-28, 1967.**

BUSINESS DISCUSSIONS such as the one above take place regularly at U.S. exhibitions overseas, at Trade Centers or at international trade fairs. Arrangements between exhibitors and visitors lead to direct sales or to agency agreements naming a permanent company representative.

Aviation equipment and components. FRANCE. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate annually, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. With facilities already feeling the strain of traffic beyond capacity, sales opportunities for U.S. made equipment throughout Europe's aerospace industry have never been better. For the first time, the U.S. government and aerospace industry have joined forces to present an exhibition of the latest aviation equipment components and technology. **U.S. commercial exhibition. 27th International Aviation and Space Salon, Paris. May 26-June 4, 1967.**

Space fully booked

Measuring, recording and controlling instruments for the chemical industry. GERMANY. Technical measurement and control instruments, together with equipment for automatic operation of manufacturing facilities, find ever increasing applications throughout Europe. Demands for improved quality and lower costs continue to outstrip European productive capacity. Unemployment is virtually non-existent. The current economic situation demands that industrial capacity be expanded and increased in all sectors of production. The European manufacturer is actively seeking new materials, improved techniques, more modern machinery and equipment and other devices to increase output so that he may produce at a lower cost per man-hour. This international fair offers the most important opportunity for the American manufacturer of instrumentation to show and sell his products to the largest number of buyers from all parts of the world in the field of chemical engineering. It is the most important scientific event of 1967 in Europe in the field of chemical engineering, and will be held during the European Meeting of Chemical Engineers. **U.S. commercial exhibition, ACHEMA, Frankfurt, Germany. June 21-29, 1967.**

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Aluminum Co. of America together with investors in **Libya** has begun construction of facilities near Tripoli to manufacture aluminum window and door frames. The joint venture, known as ALCOLIB, will be equipped and managed by ALCOA. Target date for the inauguration of the $300,000 plant is early 1967. . . . A $2.3 million automobile assembly plant which is a three-way partnership between a British firm and two Malaysian automobile firms is expected to begin operations in August 1967 and turn out a full range of Austin, Morris, Riley, Wolesley, MG and Jaguar passenger cars. The plant in **Malaysia** will reportedly be Southeast Asia's largest. . . . A $10.2-million oil refinery at Tamatave, **Madagascar,** designed and constructed through a joint-venture between the Malagasy Government and a consortium of foreign (including U.S.) firms, opened Oct. 10 with the capacity to refine 540,000 metric tons of crude oil annually. The refinery, operated by the Malagasy Refining Co. to serve Madagascar, Reunion, and the Comoro Is., is an atmosphere distillation type without a cracking unit so that some 200,000 metric tons of residual fuel will have to be re-exported each year.

OCTOBER SQUEEZE SEEN

Brazil acts on tight credit

Nation's overall business activity continues moderate to good in most regions

By C. NICHOLAS KEATING
Brazil Desk Officer
Bureau of International Commerce

Brazil's countrywide credit squeeze of recent months has been eased through Government efforts, but in October, credit availability again showed signs of tightening.

Overall business activity in the country continues to be moderate to good except in the state of Sao Paulo, where slow sales in several fields reflect a lack of capital availability encountered by industry and agriculture.

Initiation of payment of overdue state and Federal loans has relieved somewhat the difficult financial situation of contractors and suppliers, but interest rates remain high and loan collections continue to be slow.

The general trend of business opinion appears to favor continuance of the Castello Branco anti-inflationary program by the new government scheduled to take office in March 1967.

The increasingly high rate of petitions in bankruptcy and creditors' agreements, however, is causing a general concern. It is recognized that many of the petitioning firms had been living on paper profits from inflation or were poorly administered.

Finance Minister Bulhoes has pointed out that while business failures are headlined, many firms are going ahead with expansion plans and new investments.

He defined the real problem in the Brazilian economy as one of a shortage of capital, rather than credit. The situation originated, he said, during the period when the real cost of loans was made negative by rapid inflation and companies considered it unnecessary to maintain substantial working capital reserves.

The Guanabara living cost index of the Getalio Vargas Foundation registered a 2.3% increase in September, bringing the cumulative increase to 35.2% as compared to 39.2% over the first nine months of 1965. Housing and public service categories were up 7.8 and 3% during September, owing to the third and last step of the 1966 rent increase and to energy and telephone increases.

As an indication of overall business confidence, the Ministry of Industry & Commerce Commission for Industrial Development (CDI) announced that from January through August 1966 it had approved, through its various industry executive groups, 97 investment projects totalling Cr$615 billion in value.

Tax incentive spurs investments

Several of the approved projects were among those under consideration by SUDENE for investment in the Northeast under the agency's Article 34/18 income tax incentives, including the Cr$20 billion Firestone tire factory project, and three large chemical plants proposed for installation in Bahia.

Total production by CSN and Usiminas of steel ingots for the first eight months of 1966 amounted to 1.1 million metric tons, a 7.1% increase over the corresponding 1965 level. Output of automotive vehicles reached a cumulative total of 154,371 units for the first eight months of this year, 39.2% above the 1965 level.

Production of tractors, micro-tractors and cultivators from January through August 1966 was up by 50.6% over the comparable 1965 period, but the industry reported declining sales since mid-July. The slump was attributed to frosts in Sao Paulo and Parana, which together represent 70% of the market, and to rural credit problems.

Favorable coffee position held

Brazil's favorable position among international coffee suppliers was preserved at a London conference of the International Coffee Organization.

Coffee has traditionally accounted for about 50% of Brazilian exports, although it was down to 44% in 1965. So far, 1966 has been a banner year for coffee exports which, in dollar terms, are running 30% above average exports for the past three years.

Brazilian exports for January through July 1966, excluding coffee, were valued at US$527 million, 12% above the corresponding figure for 1965 and from 60 to 100% above levels of recent years. Projected calendar year total 1966 exports have been estimated by some sources at US$1.7 billion, $100 million above last year's record level.

The export performance of the manufacturing sector, a key indicator of the success of Brazil's diversification efforts,

remains encouragingly high. Although 8% below last year's record first half, the value of Brazil's exports of manufactures during the first six months of 1966 has already exceeded Brazil's annual average exports of manufactures for years prior to 1965.

Brazilian imports for the first six months rose from $514 million in 1965 to $657 million in 1966, an increase of 28%. While this figure is still substantially below the 1961-63 level, it represents a decided upturn after five years of steady deterioration.

Results from the first five months of 1966 show that the U.S. share of the Brazilian market was running at 39.9% of total imports, indicating a substantial increase over the 1965 low.

A fourth list of items to be transferred from the special to the general category of the Brazilian tariff thereby reducing substantially the imported cost of such items, is under active consideration by the Brazilian Government.

The list reportedly includes items in the following general categories: live animals, meat, shellfish, milk and its derivatives, horticultural products, fruits, fats and oils, sugar and confections, soap, rubber, leather articles, various paper products, textiles, copper articles, medical apparatus and toys.

On Sept. 17, the monetary authorities abolished the requirement that general category import exchange contracts be closed and cruzeiro counterparts deposited prior to obtaining import licenses. Central Bank Resolution 35 requires only that appropriate exchange contracts be closed prior to clearance of general category imports from customs.

Since four months has been the normal time lag between import exchange contract closure and receipt of the import, this measure should reduce effective import costs by 10 to 15%.

Action eliminates previous laws

Another exchange measure which reduces financial burdens on certain local enterprises is Central Bank Resolution 37 of Sept. 24 which abolishes the 15% surcharge on purchases of exchange to cover financial remittances. Practically all of the financial burdens adopted to conserve foreign exchange by the Government of Brazil in recent years were eliminated by Resolutions 35 and 37.

The coffee eradication and diversification program got under way in August with good prospects of success. Firm adherence by the Government to its original support price decision for the 1966/67 coffee crop and the anticipated reduction in the 1967/68 crop due to recent frost and dry weather conditions are providing a strong inducement to coffee producers to participate in the program.

Also the recent increases in basic food crop support prices which were widely announced ahead of planting time, together with the currently strong prices for these crops due to smaller harvests this year has increased the incentives for farmers to increase plantings.

Large harvests of such basic staples as corn, beans, mandioca and other important crops such as soybeans, peanuts and castorbeans are now expected, beginning about April. These harvests should help to contain inflation and increase export earnings.

Rice shortage raises prices

Rice is in short supply at present and the average wholesale price increased 20-25% in the past month in Rio de Janeiro, and 8-10% in Sao Paulo. Rice exports for calendar year 1966 are now estimated at about 250,000 metric tons. Current rice prices to producers should encourage a larger harvest next year in the major producing areas of Rio Grande do Sul, Maranhao and western Minas Gerais.

Ceilings on prices of live cattle and on wholesale and retail beef and cattle were re-imposed an Sept. 15. Meat supplies generally remain adequate, due in part to reduced internal consumption. Nevertheless, the government initiated imports of 5000 metric tons of chilled beef from Argentina.

The Government-owned and operated iron ore producing and exporting firm, Cia. Vale do Rio Doce, reported that a million-ton shipment rate from mine to port was again exceeded in July. At the present rate of mining and ore movement to the port of Tubarao, Brazil's total exports for 1966 should approach 15 million tons.

Petrobras reported that crude production reached a new record rate of 120,000 bbls. per day by July as compared with an average of 109,000 for the first half of the year and 92,000 average for the same period in 1965.

A number of new loans from the U.S. Agency for International Development have recently been announced for Brazil. On Aug. 4 a loan was signed to provide an additional Cr$2 billion to the National Water Supply Loan Fund. The fund provides assistance to cities and states developing self-supporting water supply projects.

AID also signed a Cr$4.6 billion loan agreement with CEMAT, the Mato Grosso Central Electric Co. This loan will permit the completion of an initial stage of the state's $71 million long-run electrification plans which benefited in 1964 from AID loans of $4.3 million and Cr$3.2 billion.

Other AID activity included two loans totaling $5.1 million to the state of Guanabara for water and sewage facilities, a $13.3 million loan to the Mascarenhas hydroelectric project and $20 million for highway maintenance in the state of Sao Paulo.

ONE OF BRAZIL'S BASIC INDUSTRIES, commercial fishing, was given favored status by Government Decree 58,696 issued in August. Specified port taxes on fishing boats and a new regime for chartering foreign fishing boats are two of the immediate advantages granted to the industry.

Liberal incentives offered

Regional master plan is designed to shake off chronic depression with foreign investments

The Brazilian Government, determined to shake off chronic depression in its Northeastern area, is offering investment incentives to prove it. The area is now under its third Master Plan since the Superintendency for the Development of Northeast Brazil (SUDENE) was created in 1959.

Each plan has had liberalized investment incentives and financing requirements aimed at encouraging foreign and domestic interests.

The principal tool available to SUDENE to implement its industrialization program is Article 18 of the third Master Plan.

Under this article, firms may continue to deposit 50% of income and excess profit taxes owed to the government, but up to 75% of projects may now be financed by tax deposit funds, instead of the previous limit of 50%. A rather complex scale has been worked out by SUDENE to determine what percentage various types of projects should get.

These funds need not be deposited by the firm submitting the project for approval—they may be from any firm which has deposited 50% of taxes owed the government in the Bank of the Northeast. Firms contributing to the financing of a SUDENE-approved project through their tax deposits obtain non-voting preferential shares rather than common stock, so they acquire no right to participate in the management of the company.

Various state development companies have been organized in recent years to promote investment in their respective states. Most of these companies finance 50% of a given project, so that the investor's share is reduced by half.

For example, if a project qualified for 75% financing by tax deposits, the investor would only have to finance 12.5% of the cost of the project.

Such loans in no way reduce control of the investor, since state development companies do not demand participation in the management through the acquisition of common shares.

A foreign company not previously established in Brazil could finance the part of the investment for which it is entitled to Article 18 tax incentive funds from Brazilian depositors, for which these depositors would obtain preferential shares.

SUDENE can also determine and administer Federal incentives offered for private investments, including:

—Exemption from all Federal taxes and charges on imported equipment for new industries to be located in the region, subject to certain limitations;

—Total exemption from income taxes and non-reimbursable differentials for a period of ten to 15 years for all industrial investments that are the first of their kind in the region;

—A 50% exemption from income taxes and surtaxes for all industries presently located in the Northeast or those that will subsequently locate in the region.

As of April, SUDENE had approved 179 projects involving a total expenditure of $152 million, $46 million of which were in Article 18 funds. SUDENE was also reviewing 30 projects calling for the investment of $23 million.

The Cera Development Corp. listed 11 projects for investment, including, a tile plant, tannery, caustic soda plant, corn plant, corn products plant, barbed wire plant, tire recapping plant, bathroom

How Northeast Brazil's industries grew, 1956-64

(Index: 1960 = 100)

	1956	1957	1958	1959	1960	1961	1962	1963	1964
Mining	22.2	39.2	67.6	81.4	100	114.2	114.7	120.5	108.1
Processing Industries									
Non-metallic minerals	87.2	88.3	92.9	88.2	100	103.6	107.7	106.6	110.4
Leather and skins	88.8	94.4	104.5	92.0	100	100.5	112.9	115.3	117.2
Chemical	45.2	49.9	63.2	57.3	100	124.6	131.8	135.2	139.6
Textile	109.4	100.5	79.0	91.2	100	108.2	117.6	99.4	96.3
Food Products	87.0	78.6	69.5	88.7	100	101.2	97.1	104.2	120.3
Construction	102.4	100.7	93.9	96.5	100	102.1	112.8	120.8	123.4
Electrical Power	40.3	52.3	68.9	86.2	100	117.5	134.9	156.8	185.6
TOTAL	**87.4**	**84.5**	**77.4**	**85.7**	**100**	**108.2**	**113.0**	**112.5**	**118.2**

Source: SUDENE

Market Profile—Northeast Brazil

Government: Brazil is a federal republic with considerable self government granted to individual states. The Northeast includes the nine states of Bahia, Sergipe, Alagoas, Pernambuco, Paraiba, Rio Grande do Norte, Ceara, Piaui and Maranhao.

Area: 597,942 square miles—18.2% of Brazil's total geographic area.

Population: The Northeast is estimated to have a population of 25 million people.

Principal cities: Recife, 1,006,000; Fortaleza, 743,000; Salvador, 842,000; Natal, 209,000 (1966 est.).

Income: Between 1956 and 1964 the Gross Regional Product (GRP) of the Northeast grew by 43.4%, or an average of 4.7% a year. A more recent period, between 1960 and 1964, the GRP grew at an average rate of 6.1% per annum.

Currency: Cruzeiro, official free market selling rate, 2,220 per dollar.

Agriculture: The growth of the agricultural sector is reflected by the near doubling of the area planted in the ten principal crops (cotton, manioc, beans, sugar cane, corn, bananas, cacao, sisal, coffee) from 4,370,000 hectares in 1952 to 7,982,000 hectares in 1963. Export crops represented 47.5% of planted acreage in 1963.

Industry: The traditional industries of the Northeast have been sugar processing and textiles. Between 1956 and 1964 the textile industry reduced its participation in the industrial sector from 31.2% to 21.4%. The chemical industry grew by 84.4% between 1956 and 1964, increasing its participation in the industrial sector from 10.2% to 18.3%.

Transportation: Between 1963 and 1965, 1,860 kilometers of new highways were opened. A rapid construction program is underway to integrate the Northeast with all the major centers of production in Brazil.

Foreign assistance: The United States AID program had committed $178 million to the Northeast by June 1966.

Exports: 1963 exports from the Northeast amounted to $247 million, approximately 17.5% of Brazil's total.

Labor: The Northeast has 140,000 new entrants into the urban labor market annually.

hardware plant, goat and sheepskin tannery, manioc processing plant, balanced rations plant, and a nylon socks plant. Each of these requires approximately a 7 to 15% equity investment.

The Pernambuco Development Corporation (COMPER) has prepared a series of 19 investment profiles and market studies which include such categories as: citric acid production, hardboard from bagasse, ammonium sulfate and triple superphosphate, cottonseed cake and oil, paints, and fruit juices.

Similar areas for investment in Rio Grande do Norte include: expansion of the sisal industry, coconut processing, marble processing, fruit processing, and vegetable oil extraction. Additionally, other opportunities are available in Paraiba, Alagoas, Sergipe, and Bahia.

For information concerning specific investment opportunities in the Northeast, **write:** Camillo Steiner, Executive Secretary, FUNDINOR, who may be reached through the U.S. Consulate General, Rua do Imperador, 207, Recife, Pernambuco, Brazil.

General business information on Northeast Brazil is available from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

AMA session on Brazil

An American Management Association briefing session on "The Challenge of Brazil Business Opportunities and Problems" will be held Nov. 21-23 at the Hotel Pierre, New York. Speakers will include top-level businessmen with extensive operating experience in Brazil.

Brazil study finds rapid growth market for press equipment

Rise in literacy rate, GNP gains create demand for printed material

A suggestion that U.S. printing equipment manufacturers back a pilot program to introduce short-run offset equipment in Brazil is included in a new export study developed by Walter W. Haller, Jr., a consultant to the U.S. printing industry.

The Printing & Publishing Industries Division of Commerce Department's Business & Defense Services Administration, which receives frequent queries about the Latin American printing market, is directing attention to the study as a noteworthy attempt to analyze a complex marketing situation.

In a nation that has raised its urban literacy rate from 50% to 85% in the past 15 years, printing equipment has a lively market, the study points out. Also, Brazil's GNP has grown at an annual average rate of 5.8% over the same 15 years, another contributor to market possibilities for printing equipment.

Points to be considered

The short-run offset printing market in Brazil, the report says, should take account of the following aspects:

1) There is almost no use of direct image or pre-sensitized plates in Brazil. This is due in part to a lag in skills or adaptability on the part of Brazilian press operators and a lag in product knowledge on the part of U.S. sales representatives in Brazil. While pre-sensitized plates represent 95% of the offset plate market in the United States and are used on runs up to 200,000 impressions, in Brazil they have not been made to produce more than 5,000 impressions.

Although pre-sensitized plates are made by the cheapest and most reliable techniques, Brazilian offset platemakers continue to go through the complicated processes of plate-graining, plate-whirling and other time-consuming operations, all of which require huge investments.

2) As for cold composition, proportional typewriters compatible with the Portuguese language are not yet available.

3) Small bindery equipment has not found a place in Brazil because low labor

costs make hand bindery methods economical for short-run work.

4) There does not seem a likelihood that Brazil will begin manufacturing short-run offset equipment on her own. As long as the import duty on printing equipment and graphic arts supplies continues at 30%, there appears to be little incentive to develop local manufacture.

5) Short-run offset is most suitable for introduction into the Brazilian printing industry because it requires a minimum of capital investment and labor skills.

6) The United States has such a large domestic market for printing equipment that exporting is looked upon as a kind of safety valve to absorb excess production. European suppliers encourage and sometimes subsidize the export of printing equipment to Brazil because they have an unfavorable balance of trade. For example, printing equipment is offered by European countries at considerably lower prices than the United States quotes. The U.S. payment terms are usually cash, whereas typical European terms are three years grace plus five years payment at 4% interest per annum. The United States is at present virtually the sole source of short-run offset components. If U.S. manufacturers wait until Europe has produced them before trying to develop overseas markets, they stand little chance.

7) The best markets for U.S. companies interested in selling small offset equipment are new business operations, where the economies of the offset presses can be realized without concern for replacing existing equipment. The small letter-shop, so popular in the United States, is unknown in Brazil. Most of the small duplicating presses in Brazil have been sold to governmental agencies and educational institutions.

8) Brazilian laws are generally favorable to the growth of the publishing industry. Although commercial printers must pay a duty of 30% on imports of printing equipment and supplies, publishers import such items (including paper) duty free.

Haller, a veteran of 20 years experience in commercial printing, is now a consultant on managerial economics and marketing research for the printing industry. He concludes that while the "information explosion" has not hit Brazil with the force it exerts in the United States, the introduction of cheaper, more easily operated equipment might increase the dissemination of information to underdeveloped regions.

Write: Walter W. Haller, Jr., 7101 Bridle Path Lane, Hyattsville, Md. 20782, for copies of the study at $4 each.

U.S. men's wear 'in' with Dutch; some sales up 50% in two years

Trade specialist finds high acceptance of lightweight suits, wash and wear fabrics, leisure wear, western-style articles

By JAN J. CORNELISSEN

Mr. Cornelissen is a Dutch authority in the men's wear field. In addition to being part owner of a hat manufacturing company near Amsterdam, he is the Benelux representative for Stetson hats. With the cooperation of the Department of Commerce and some of its Field Offices, he made an extensive tour of the United States in the spring of 1965 on a men's wear survey.

The popularity of U.S. men's wear in the Netherlands has become so great that some items, such as men's lightweight suits (especially in synthetic fabrics offering wash and wear features), all forms of beach and other leisure wear, and western style articles such as blue jeans, have registered sales increases of 50% or better over the past two years.

CORNELISSEN

This trend started right after World War II when the Dutch depended to a large extent on U.S. goods before their own industries could renew production. Americans and their styles had particular appeal for the majority of Dutch youngsters of that day, who now as middle-aged men still regard U.S. clothes with great enthusiasm.

Curiously, the people of the Netherlands never want to dress like neighboring peoples, but no one seems to object to looking more or less like an American. In fact, many are even willing to pay for this.

Leading fashion stores are well aware of this unique phenomenon and plan their collections accordingly. Ever-increasing quantities of men's and boys' wear, including such brands as Arrow shirts, Worsted-Tex suits, Kaynee boys shirts, MacGregor sportswear, and Camp socks are being imported from the U.S., and indications are that this is only the beginning.

The demand for U.S. shirts—dress as well as sport shirts—is increasing rapidly; so much so that imports from the U.S. have more than doubled since 1964. The high-collared and button-down models are particular favorites and much imitated. American brand names are especially popular because they continually offer many new designs.

American hats and socks are among the best-known articles in the international clothing field. U.S. hats have become such favorites in Holland that their brand names are practically bywords throughout the Continent.

American hats are usually found in the highest price range and are therefore only for the upper income-bracket customers. This category, however, is growing larger and larger all the time.

American brands of socks were already well-known long before the war. Some of these brands are now being produced here, though advertising, display, and packaging materials frequently come from the United States, as is the case with so many other items produced in Europe under license.

American ties are rarely encountered and it is doubtful whether there is an important market for them here. Nonetheless, it is possible to find a few top-quality U.S. brand names in some of the first-class shops in Holland.

Recently, the sale of American cuff links, tie clasps, and other men's jewelry items has shown an increase. This trend should continue as more and more American firms enter the market.

Sales of U.S. men's wear have been greatly boosted by the development of synthetic fibers, which has expanded so rapidly in the past few years. This is one of the biggest selling points here, and articles made of synthetic fabrics should find a ready market attracted by the easy-care, wash-and-wear features of today's American clothing.

An even more promising sector of the market is the younger-age bracket being attracted to things American through the media of U.S. cowboy stories and TV westerns, which can now be seen every week on Dutch and other European stations.

These shows have greatly strengthened

the popularity of western clothes, and there is presently a fast-increasing market in the Netherlands for American-made or styled blue jeans, jackets, and button-down shirts. Leading American brands in this field have become solidly entrenched.

These western clothing styles are bought by girls as well as boys, in the important 8-18 age group that makes up a quarter (2.6 million) of the total Dutch population.

The American influence is even more strongly felt in the field of leisure wear. Beach and swimming wear, Bermuda shorts, terry-cloth shirts and jackets are almost as popular here as in the United States.

Youth shops lead trend

Well aware of these growing trends, leading Dutch stores have begun to open Junior Shops, in which they create a cozy, gay, and youthful atmosphere specially designed for the teenager.

Often decorated in log-cabin style with cowboy pictures and occasionally a soft-drink bar, these establishments feature blue jeans and corduroy garments as well as numerous other American specialities.

The growing interest in American men's styles is stimulated in numerous ways. Many leading Dutch retailers and manufacturers travel to the United States several times a year for on-the-spot inquiries regarding American styling developments and the placing of orders.

Members of the Style-Group Groningen, an association of clothing manufacturers in the northern part of the country who pool much of their designing and selling efforts, visit the States once or twice a year to study new styles of U.S. designers.

U.S. fashion exhibits popular

Mr. Gerard Dijkstra, owner of four Society Shops in the Netherlands, also travels to the United States personally at least twice a year and upon his return stages an annual showing of his new American collection.

His exhibits are always well-attended by the press, clothing store colleagues, and customers, and they generate a great deal of enthusiasm and interest in Dutch fashion circles. They are so effective that the grand ballroom of the Amsterdam Hilton, where they are held, can barely accommodate the visitors.

Another popular means of stimulating the already-mounting demand for U.S. men's fashions is through fashion magazines.

Some U.S. men's wear is imported directly. In Holland, this trade alone already amounts to many thousands of items yearly. Another important quantity is manufactured by large European factories under license and sold under American brand names.

DUTCH LIKE U.S. STYLES from "top to toe." Here a Dutch family looks over Arrow shirts on a counter behind a U.S. sock display at the "Society Shops" main store in Amsterdam.

Such ties, which have clearly proven their worth during the last several years, offer numerous advantages. There is better on-the-spot contact with consumers. Delivery times are cut down. Smaller orders can be readily accepted and individual specifications of certain local markets can be more easily met.

In this way, the American firm can create a European or specifically Dutch style side by side with its more standard American style.

Other possibilities are open to the smaller American manufacturer of men's and boys' wear to export directly to Holland, taking advantage of the popularity which U.S. styles and clothing already enjoy there.

A prime requirement, of course, is to have one or more good contacts in the country itself. A list of carefully selected names and addresses of such Dutch contacts follows:

Mr. J. B. W. A. Giesbers, Pres. of the International (European) Men's Wear Group, the Buying Assn. "De Exclusieven", Messrs. Meddens N.V. Hofweg 11. The Hague.
Mr. Gerard Dijkstra, Owner and managing director of The Society Shops N.V., Van Baerlestraat 20. Amsterdam.
Mr. Van Dijk, Maison De Bonneterie, Buitenhof The Hague. Klaverstraat 183. Amsterdam.
Mr. G. Brummer, Managing director "House of England." Reguliersbreestraat. Amsterdam.
Mr. de Vries, Manager, De Bijenkorf N.V. Department Stores in Amsterdam, Rotterdam, and The Hague.
H.E.M.A., Department stores (35) all over Holland. Buying office: 49 Ruysdaelstraat. Amsterdam.
Vroom & Dreesmann N.V., Department stores (28) all over Holland. Buying office: 303 Prinsengracht. Amsterdam.
C & A Brenninkmeijer N.V., Damrak 75. Amsterdam.
Peek & Cloppenburg, Buying office: Wagenstraat. The Hague.
Nederland Kattenburg, N.V., Beursplein 18. Rotterdam.
A. Kreymborg, N.V. Buying office: Leidsestraat 1. Amsterdam.
N.V. v/h Gebr. Bervoets, 695 Weena. Rotterdam.
N.V. Kledingmagazijnen P.v.d. Brul, 247 Keizersgracht. Amsterdam.
N.V. J. S. Meuwsen, Herengracht 424. Amsterdam.

Agents

Kleber & Aukes, 117 Rokin. Amsterdam.
Eduard Bosch N.V., 464 Singel. Amsterdam.
Frank K. Van Maurik, Van Kijfhoeklaan 105. The Hague.
Jan J. Cornelissen, 40 v. Oldenbarneveldtweg. Wassenaar.

Agents and wholesalers

San Giorgi N.V., 4 v.d. Spiegelstraat. The Hague.
N.V. Sir Edwin. E. H. de Waal, 256-262 Keizersgracht. Amsterdam.

Clothing wholesalers

N.V. Borsumy, International Trading Co., The Hague.
N.V. Handel Mij. v/h Herman Hijmans & Co., 695 Weena. Rotterdam.

Buying associations

Ink Ver. Het Centrum, President Mr. Wulfsen, Director Mr. Bakker, 226 Keizersgracht. Amsterdam.
Ink. Ver Pehoda, Director Mr. Bartles, 489 Herengracht. Amsterdam.
Ink. Ver HOBO, 130 Walenburgerweg. Rotterdam.
Ink. Ver. De Blauwe Wimpel, Mauritsweg 32a. Rotterdam.

Businessman eyes Australia's bright horizons

BY STUART M. BRAFMAN

This businessman's eye view of Australia is supplied to INTERNATIONAL COMMERCE *readers by Mr. Brafman, assistant vice-president of the Mortgage Guaranty Insurance Corp. of Milwaukee. He recently completed a year's assignment in Australia, introducing the concept of mortgage insurance to the country's home finance community. Readers are reminded that a Worldwide Business Outlook article on neighboring New Zealand by U.S. Commercial Attache George A. Hays in last week's issue reported that U.S. exporters are expected to increase their market share there by a notable 2% in each year ahead.*

The economic and physical changes which have swept "down under" in recent decades create exciting prospects for American enterprise.

Reshaping the agrarian economy prompted the Commonwealth Government to gather desperately needed manpower from all corners of Europe and North America. "New Australians," as they are called, have steadily migrated to this land of opportunity during the post war era, and account for one half of the annual population increase. They have substantially contributed to Australia's development. Moreover, a cosmopolitan atmosphere has introduced good theater, exotic cuisine, and a few of life's spices which are welcomed changes for most of Australia's 11.5 million people.

The country's population has grown nearly 2.1% per year since World War II, which is one of the highest growth rates in the western world. Meanwhile, production volume has been rising at approximately 5% per annum. A remarkable investment level has been achieved during the past 15 years which approximates 25% of Australia's annual gross national product. These factors contribute to full employment, a rising standard of living and a generally virile economy.

Australia is frequently described as a middle class nation, since poverty is virtually extinct. A new surge of prosperity is forecast as a result of recent discoveries of untold mineral deposits and oil reserves which may be some of the largest pools of wealth in the world. Accordingly, the outlook for American trade and investment is extremely bright in Australia where there is a quiet reverence for the "Made in USA" label and "Yankee knowhow".

Escalating living standards present excellent markets for paper products; modern household fixtures and finishings; medium priced, well designed home appliances; high fashion clothing and many other consumers' goods. Domestic producers maintain that Australia's small population does not facilitate low cost mass production techniques. Therefore, prices are a bit higher than in the United States. Furthermore, quality control procedures are frequently lacking. The private view of the nation's leading economists and business people is that some entrepreneurs appear to be unwilling to erode their substantial profit margins by reducing prices or improving the quality of their goods.

Service industries, particularly those concerned with automation, data processing, and technical consulting will find rewarding opportunities. While businessmen and consumers have been rather complacent, an awareness of a "better way" to do things has stimulated a desire for improved methods. American technical achievements are generally respected and frequently provide a blueprint for Australian progress.

Accordingly, the "Yank", as he is called "down under", can expect a warm reception provided he does not forget his humility and is mindful of the swelling Australian pride which almost pops the nation's vest buttons. The Australian businessman is a congenial and forthright individual who is motivated more intuitively than his American counterpart. Many success stories have started with a businessman's visceral feeling that a certain venture "will be right" and his quick decision to "give it a fair go".

Because Australia is a distant, isolated continent with a rising level of protective tariffs, a domestic production facility may be a more economical alternative to exporting certain products. In addition to serving a growing local economy, an Australian-based operation can readily export to important markets in New Zealand, other Commonwealth countries, and Japan. Also, the opportunities in neighboring southeast Asian countries should be considered. Australia has become increasingly popular with North American investors who presently provide about 44% of the average capital inflow. This almost equals current investments from England. Equity capital also flows from Sweden, Japan, Germany and Italy.

Australia offers a stable economic and political climate where business practices are similar to those in America. The capital-starved nation generally encourages foreign trade and investments. There is free exchange and remittance of currency from the country. These privileges are, of course, subject to governmental control, which is considered an extremely remote risk by experienced overseas investors and traders.

The Australian market is generally less competitive than ours. This is partially attributable to a long era of prosperity, high profit margins and a rapidly expanding economy which has made success relatively easy. Moreover, the Australian's uncompromising dedication to a 40-hour work week and carefree weekends hardly permit the feverish pace which most Australians associate with the American scene.

However, this delightful leisurely existence is being threatened by the many hard working "New Australians" from the highly competitive economic societies of Continental Europe and North America. Also, Japanese and Hong Kong merchants are shrewdly penetrating Australian markets by undercutting local prices. These developments have jolted the complacent Australian old guard. Moreover, the ever present feeling of growth and activity creates an atmosphere which is no longer conducive to lethargy. Overall production has soared to record heights. Rapid industrialization and vast untapped mineral wealth create exciting ground floor opportunities similar to those which America experienced a century ago. Australia is a young country on the move which no enterprising international trader or investor can afford to overlook.

Trade and exchange regulations revised by Indonesia to provide spur for its industrial growth

Asian nation moves closer to use of single exchange rate which will fluctuate with market supply and demand

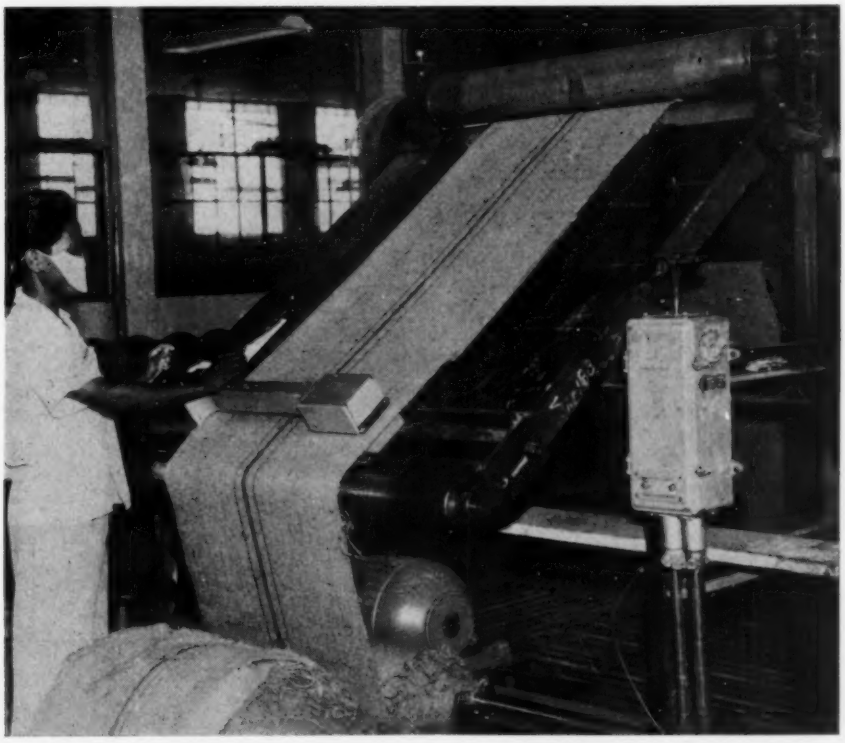
Indonesia has made substantial changes in its trade and exchange regulations which increase export incentives, simplify the exchange rate structure and change the basis of valuation for the assessment of import duties. Through these changes, effected Oct. 3, Indonesia also moved considerably closer to the use of a single exchange rate which will fluctuate in accordance with market supply and demand.

Exporters of Indonesia's major exports except petroleum now receive an export bonus of 50% of the export proceeds, based on the export check price, while exporters of less important commodities receive a bonus of 75% or 90% depending on the product. Since the previous bonuses amounted to 20%, 60% or 100% of the export proceeds, the incentive to exporters has been considerably increased.

The export bonuses, known as BE's, must be used within three months and may be sold and resold without restriction. They may be used to import a limited number of goods listed within a still-unspecified export bonus (BE) group.

The free market rate for export bonuses has been fluctuating between Rp. 120 and Rp. 130 per U.S. dollar. The balance of the export proceeds, based on the export check price, must be surrendered by the exporter to the government's Foreign Exchange Fund for reimbursement in rupiah at the rate of Rp. 10 per U.S. dollar.

FIBER PRODUCT EXPORTS will benefit from Indonesia's recent changes in its trade and exchange regulations. The Government has simplified the exchange rate structure and changed the basis of valuation for the assessment of import duties. (Indonesian Government photo.)



How incentives work

Under the new regulations, provincial governments in whose area the product originated are granted an automatic provincial foreign exchange allocation, or ADO, amounting to 10% of the export proceeds, based on the export check price. The Foreign Exchange Fund resells this portion, at the rate of Rp. 10 per U.S. dollar, from the foreign exchange surrendered by exporters.

The allocation may be used for a wider range of goods than the bonus, including some less essential imports. No time limit is imposed on the use of the ADO and it may be sold to the private sector. If sold, the allocation automatically becomes a bonus, and is subject to the same restrictions. The new export regulations apply to all exports except petroleum and to all areas except the province of West Irian and the free port of Sabang.

Reportedly, exporters now receive DPA, or complementary foreign exchange, accruing from exchange received from exports over and above the f.o.b. value of exports calculated at the export check price. This may be used for luxury imports and was being sold at a rate of Rp. 140 per U.S. dollar at the beginning of October. The government intends to eliminate DPA as soon as possible, however, to further simplify the system.

Import changes

Imports may now be made with exchange obtained from the government's Foreign Exchange Fund at rates announced periodically by the central bank, Bank Negara Indonesia, which will approximate the prevailing free market rate for export bonuses; with export bonuses; with foreign exchange allocations; and for the time being, with complementary foreign exchange. Hence a single fluctuating rate (i.e., the BE rate) applies to most imports. While no official announcement has yet been made, special import levies such as contributions to the National

Monument/Istiqlal Mosque & the Revolutionary Funds reportedly have been eliminated.

Tariff changes

Under the new regulations, tariffs will now be levied on the c. & f. value of imports converted at the rate of Rp. 75 per U.S. dollar, instead of the former rate of Rp. 10 per U.S. dollar. Since no change has yet been made in duty rates, they remain at 0, 5, 10, 20, 30, 40, 50, 70, and 100%, depending on the essentiality of the import. The rate at which imports are valued for duty purposes will be reviewed periodically and adjusted after consideration of the current BE rate, but no more often than every three months.

These changes may be noted in the sections "Trade and Foreign Exchange Policy," "Import Tariff System," "Nontariff Import Controls," and "Export Controls" of OBR 65-3, *Foreign Trade Regulations of Indonesia.*

Israel liberalizes import restrictions on more items

The Government of Israel has released a further list of items which may now be imported under license.

Some of the more important items on the list include asphalt paints; rubber tubes for bicycles and tricycles; composition leather in sheets; pipe and tube fittings of cast iron; aluminum wire; pressure regulators; taps, cocks and valves of stainless steel; passenger elevators and parts; hydraulic jacks; hoists, winches and pulley tackles; cranes; excavating and loading machines; scrapers; and radio sound receivers.

The liberalization of these imports restrictions went into effect Aug. 21.

Inquiries concerning specific items relaxed from import restrictions may be addressed to the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. firms' branches in Taiwan get tax deduction

The Government of the Republic of China has announced that branch offices of U.S. firms are entitled to full enjoyment of the "loss carry-over" deduction provisions of the Chinese Income Tax Law.

Under a 1964 Finance Ministry order, the deduction privilege was restricted to firms incorporated in Taiwan. The recent order recognizes that branches of foreign-incorporated firms, entitled by treaty to national treatment in regard to taxation, are eligible for this deduction. The 1948 Treaty of Friendship, Commerce and Navigation between the United States and China is such a treaty.

The Republic of China taxes foreign companies at the maximum rate of 18% of the net income of their Taiwan branch. U.S. firms establishing subsidiaries in Taiwan also enjoy the five-year tax holiday granted under the Republic of China's Statute for Encouragement of Investment.

Holders of OBR 62-11, *Establishing a Business in Taiwan,* may wish to amend the section on taxation.

Hong Kong sets new rules on trade declarations

New regulations for Hong Kong imports and exports went into effect recently. Under these regulations, the charge for declarations on all goods valued at more than HK$4,000 is HK$0.50 per HK$1,000 (HK$1=U.S. $0.17½). For declarations on those goods valued at HK$4,000 or less and on all foodstuffs imports, the charge is a flat fee of HK$2.00. The new regulations replace the previous stamp duty of HK$2.00, payable for all import and export declarations.

According to Hong Kong Government estimates, the new levy will provide at least HK$6.3 million (U.S.$1.1 million) annually to finance the trade promotion activities of the newly formed Hong Kong Trade Development office.

This change should be noted in the Internal Taxes Section of OBR 64-77, *Foreign Trade Regulations of Hong Kong.*

New Zealand removes control

New Zealand removed import licensing controls on wool woven piece goods weighing not more than 5½ ounces per square yard, effective Sept. 16.

The action was taken on recommendation of the New Zealand Tariff & Development Board to help increase accessibility of wool fabrics not manufactured locally.

Import certificates available

Certificates of origin, issued by Korea's Ministry of Commerce & Industry, are now available for the importation of dried fish into the United States directly, or on a through bill of lading, from Korea.

Japan liberalizes licensing restrictions on three items

The Japanese Government has liberalized licensing restrictions on these three items: penicillin (tariff No. 2944-1), tantalum (8103-3), and outboard motors over 20 hp. but less than 25 hp. (8406-1 (3)). The change became effective Oct. 1.

The removal of penicillin from the restrictive Import Quota (IQ) licensing system now frees all items in tariff No. 2944-1, leaving only other antibiotics in tariff item 2944-2. This action leaves chloramphenicol, tetracycline, and cycloserine still subject to importation under the IQ system. The derivatives of these antibiotics were previously liberalized.

The liberalization of tantalum and other articles thereof removes all products under tariff item 8103 from the IQ licensing system.

The October partial liberalization of outboard motors (8406-1(3)), however, still leaves under the IQ system those outboard motors falling within the range of more than 10 hp. but not more than 20 hp.

UK issues warning against So. Rhodesian bond issues

The British Government has issued a reminder that loans being raised by the present regime in Southern Rhodesia lack legal authorization. Any person who lends money or otherwise gives credit to or for the account of this regime, or any agency or purported agency thereof, does so entirely at his own risk. A statement to this effect was originally issued last January by Her Majesty's Treasury.

Two new Rhodesian loans have been announced since the July Budget made it clear that Rhodesia needed to raise about £14 million ($39.2 million) in the 1966-67 fiscal year to bring its loans account into balance. The first loan is a £5.5 million 3-year one at 5%; the second is a long-term one (1986-91) for £4.5 million at 6½%.

Trucial States switch currency

The Qatar-Dubai riyai is now legal tender in all of the Trucial States except Abu Dhabi. The new currency, which has replaced both the old Gulf rupee and its temporary replacement—the Saudi riyal—is valued at US$0.21.

Abu Dhabi has adopted the Bahrain dinar, valued at US$2.10, as a replacement for its former currency, also the Gulf rupee.

Korean firms to buy U.S. machinery, spare parts with $2.5 million loan

Funds available in amounts up to $50,000; 25% down payment Dec. 31 is deadline for Korean firms to submit applications

Two and one-half million dollars in loan funds are available to Korean firms for the procurement of U.S.-made machinery, equipment and spare parts under the terms of the Agency for International Development's first Program Loan to Korea.

AID's second Program Loan to Korea, which includes $3.7 million for the purchase of spare parts and replacement machinery, will be released in 1967 (INTERNATIONAL COMMERCE, August 1).

Korean firms may import U.S. machinery to replace old facilities on five-year repayment terms, and spare parts on two-year repayment terms.

There are two types of eligible firms: end-users who need the machinery, equipment or spare parts to maintain or replace existing facilities; and spare parts dealers who are sales agents in Korea for U.S. machinery and equipment suppliers.

A broad spectrum of machinery and equipment is eligible for this financing, including generators, motors and parts; electric machinery apparatus and appliances; construction and mining equipment and parts; metal working machinery, tools and parts; agricultural machinery and equipment (excluding tractors); industrial machinery, accessories and parts; office equipment, typewriters (standard, portable, and electric); calculators, check-writing machines, cash registers, statistical machines, and duplicating machines, and spare parts; motorcycles; transport equipment for special industries; crane-tractors; vehicle-type tractors and small tractors; contractor's off-the-road wheeled equipment and parts; medical instrument parts and accessories; and experimental equipment.

The funds are available in amounts up to $50,000 and not less than $1,000 to each applicant. A down-payment in foreign exchange certificates of 25% of the total value of the machinery, equipment or spare parts is required at the time of application for the opening of a letter of credit. The remaining 75% of the value of the merchandise is covered by deferred payment terms.

The total amount of the loan (75% of the value of the goods) must be covered by a commercial bank payment guarantee. The fee charged by the bank for issuing this payment guarantee is not to exceed 3.65% of such guarantee per annum. Full repayment of the loan and interest charges must be made within two years for spare parts and five years for machinery and equipment.

The interest charged on the loan amount will be 5% per annum, and both the principal and interest charges will be amortized in equal semi-annual installments.

Dec. 31 is the deadline for Korean firms to submit applications for these funds. Korean Government-controlled corporations are not eligible for these deferred payment terms.

Detailed information on the application procedure may be obtained from the U.S. Operations Mission to Korea, c/o U.S. Embassy, Seoul, Korea.

Pakistan to pay rupees

A further amendment to Food for Peace agreement between the United States and Pakistan providing for sale of an additional $13.3 million worth of wheat or wheat flour and for $12.8 million worth of corn or grain sorghum was made to provide that payment for the approximately 7.3 million bushels of wheat and approximately 7.9 million bushels of corn or grain sorghum be made in Pakistani rupees.

Tariff hearing scheduled

A public hearing in connection with the Tariff Commission's study of the valuation laws of the United States and of the principal trading partners of the United States will be held in the Hearing Room of the Tariff Commission Bldg., 8th and E Streets, NW., Washington, D.C., beginning at 10 a.m. on Nov. 1.

Finnish trader loses U.S. export privileges

The U.S. Department of Commerce has revoked U.S. export privileges of Ilmari Kokkonen, doing business as Tetalon, Helsinki, Finland, for the duration of export controls for illegally re-exporting $19,000 worth of tantalum powder which he had received from the United States.

The shipment of the powder to Kokkonen, a metal and chemicals dealer, was authorized on his representation that it would be used in the fabrication of nozzles for textile mills in Finland, but on arrival of the material in Helsinki he reexported it to Vienna, Austria.

In May, 1965, Kokkonen's export privileges were suspended because he failed to account for the disposition of the powder. Investigation by the Department's Bureau of International Commerce disclosed the illegal reexportation. The restrictions of the May, 1965, order are continued in effect.

Kokkonen is denied the privilege of participating either directly or indirectly in any export operation involving U.S. commodities or technical data, and the same restrictions apply to his agents, representatives or employees.

The export regulations provide that without authorization from the U.S. Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities or technical data exported from the United States.

U.S.-Indonesia sign pact

An agreement between the United States and Indonesia provides $7.7 million for the purchase of about 1.1 million hundredweight of rice, $16.2 million for the purchase of about 150,000 bales of cotton, and $2.5 million for certain estimated ocean transportation costs.

Sales will be made by U.S. traders and the commodities are to be purchased next year.

Approximately 75,000 bales of the cotton purchased under this agreement will be processed in Indonesia and 75,000 bales in a country other than Indonesia. Indonesia will issue tenders in the U.S. for production of the textiles from the cotton included in this agreement.

Companies in Argentine provinces seek U.S. investors to help develop agricultural, industrial projects

Seven proposals offered for joint ventures, licensing, other collaborations in area suitable for irrigation

Joint ventures, licensing arrangements and other forms of collaboration involving investment are proposed by seven Argentine firms.

These firms are located in provinces of Buenos Aires and Rio Negro, an area which has development potential in agriculture and industry. Principal city in this southern pampas area is Bahia Blanca, which is about 340 miles by road from Buenos Aires.

Rio Negro and Neuquen Provinces comprise the area called Comahue, which has some 7.5 million acres classified as suitable for irrigation. Only 5% of this acreage is now under irrigation.

Comahue annually produces about 500,000 tons of apples and pears, representing 95% of Argentina's fruit exports to its key markets: Europe, Brazil and Venezuela. Comahue's other resources include some 25% of Argentina's crude petroleum output, unassessed mineral wealth, extensive vineyards and excellent hunting, fishing and tourist areas.

The Argentine Government is interested in developing this area. Loans for large irrigation and hydroelectric projects are being considered by international lending institutions such as the World Bank. Several U.S. firms already have established business interests in northern Comahue.

World Trade Directory Reports are in preparation for the seven firms whose proposals follow. Background economic information on Argentina for U.S. firms interested in any of these opportunities may be obtained by contacting any of the 42 Department of Commerce Field Offices, or by writing to the Bureau of International Commerce, OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

0715 Fruit Freezing and Storage

This newly organized concern has 1,159 investors. Committed capital is around $325,000. About $250,000 is currently invested in completed construction. The plant was intended originally for storage capacity of a million fruit cases or the equivalent thereof in meat and by-products. Work has been modified into three successive construction operation stages. Construction of the first stage is about 75% completed. Few employees will be needed as the operation is intended to be almost totally mechanized for unloading from trucks and loading on to ships.

The firm has invested about $250,000 in the construction of a large building which, when completed, will be used for the freezing and storage of export fruit and the processing and quick-freezing of fish.

Private U.S. capital investment assistance is sought to complete the planned stages of the firm's undertaking. The first stage will cover 2900 cubic meters and have a storage capacity of about 150,000 fruit cases. Construction of this stage is to be completed soon and some of the refrigeration equipment is installed. The second stage, for which financing is not yet available, would raise the storage capacity to some 680,000 fruit cases. The third stage would bring the total to one million cases. The firm also plans to have a fish processing plant serviced by a high seas fishing fleet.

Write: Vallemar, S.A.I.C.Y.F., L.M. Drago 26, Bahia Blanca, Province of Buenos Aires, Argentina.

1492 Gypsum and Pentonite Plant

This firm seeks suppliers' credits and technology, including a joint venture, for expansion of operations and promotion of more use of gypsum products in the Argentine economy.

The company has investments in forest land, gypsum mines, and a gypsum and pentonite production plant in Cinco Saltos, Rio Negro. Total land holdings amount to some 6900 hectares.

The owners are interested in new processes and techniques for the extraction, processing, and commercial exploitation of gypsum products for the Argentine market.

Write: Castiglioni, Pes & Cia. S. A., Avenida Las Heras 2275, Buenos Aires, Capital Federal, Argentina.

2036 Fish and Fishmeal Processing

This firm has a fish and fruit freezing plant with space set aside for a fish processing and quick-freezing operation. The plant is used partially for the freezing and storage of fruit. Fish fillet and fishmeal processing equipment have not yet been purchased. The building, valued at over $150,000, has a maximum capacity for the storage of 80,000 cases of fish and 40,000 of fruit. The firm has contracted for two high seas fishing boats to be built in Necochea at a cost of about $100,000 each.

The company is seeking private investment or suppliers' credits for the purchase of fishmeal processing machinery, processing equipment for fish filleting and quick-freezing, and mechanical loading equipment for fruit going into export.

Write: Enfripez, S.A. (Empresa Frigorifica Pesquera), Estomba 225, Bahia Blanca, Province of Buenos Aires, Argentina.

2823 Cellulose Plant

A joint venture for the construction of a

DISCUSSION OF LICENSING AND JOINT VENTURES with U.S. firms is keynote between Argentine businessmen and John Whalen, U.S. Assistant Commercial Attache (second from left).

cellulose plant is sought by this firm which operates a fairly large wooden crate factory, supplying firms which pack fruit from the Rio Negro valley for export.

Since forestry resources are available in the area, the firm wants to diversify into production of cellulose and has been studying investment in such a plant for some time.

Write: Tendler Hnos. S.C.C., Avenida Argentina, Cinco Saltos, Province of Rio Negro, Argentina.

3522 Fruit Grading and Boxing Machinery

This company is interested in obtaining licenses for the production of machinery for bulk bin filling, bulk bin float dumpers, citrus sizers, and treatment machinery. It seeks processes, blueprints and general technical assistance.

The firm has a manufacturing plant of 2,500 square meters and additional real estate of 10,000 square meters. Installed machinery includes lathes, turret lathes, milling machines, punch presses, trimming machines and welding equipment.

Write: Imepa, S.A., Calle 22 Esquina 307, Gral. Roca, Province of Rio Negro, Argentina.

6561 Industrial and Agricultural Site Development

This firm is a Shell distributor. It also owns land in the Province of Rio Negro, a tomato canning factory, and has other fixed assets. The company is seeking financial investment or suppliers' credits to exploit some 2,300 hectares of partially irrigated land in the Province of Rio Negro. In order to develop this land for the sowing of oats and alfalfa, the firm needs road building machinery and other tractor type equipment. Once the land is developed, plans are to move the tomato canning plant to the location and further develop the area with housing.

To date, the company has built a canal some 10 miles long, a housing district where it has manufactured 500,000 bricks, and cleared the grounds and laid out the main streets in the various subdivisions of the land. Currently, the firm is working the land with several tractors, and grazing cattle and sheep.

The needed machinery is to be used for clearing and leveling, installing water mains, ground preparation for planting poplar and other screening trees, enlarging existing buildings and for the construction of new sheds.

When this work is completed, the company will start deep tilling and sowing oats and alfalfa. Alfalfa can be harvested three times a year and has a good market in Argentina at relatively high prices. The tomato plant will be moved in conformance with a plan to diversify production on the plantation and rotate crops in line with market requirements.

Write: Molina Hnos. S.A., Liniers 557, San Isidro, Province of Buenos Aires, Argentina.

2441 Fruit Crate Manufacturing

Expansion is the object of this firm's proposal. It needs assistance to acquire modern equipment for the manufacture of fruit crates or baskets. The company, located in the upper valley of Rio Negro, makes baskets for fruit shipment. The owners are seeking investment to expand operations in this line and suppliers' credits to enable a greater range of production.

Write: Industrias Arma, S.R.L., Cinco Saltos, Province of Rio Negro, Argentina.

Australian electronics firm seeks license

The Australian subsidiary of a U.S. electronics firm seeks a license to manufacture or assemble specialized electronic measuring instruments and equipment. It currently imports and markets electronic computors and instruments and assembles special purpose electronic systems.

Although the Australian company is a subsidiary, it does represent other firms in marketing complementary products.

Of primary interest to the Australian concern are new, sophisticated products that are within the range of the parent company.

The type and amount of payment to a U.S. licensor would be based on a mutual agreement for each specific product.

Write: Electronic Associates Pty. Ltd., 26 Albany St., St. Leonards, N.S.W. Australia. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Guadalcanal acreage open to development

Applications invited for area suited to large-scale cultivation

The British Solomon Islands Protectorate Government is inviting applications for the lease of some 4,600 acres on the Guadalcanal Plains—one of the Protectorate's outstanding natural assets and a unique feature of the west Pacific region. Linked to this offer is the possibility of more areas being available for negotiation, including one of 2,900 acres.

The particular value of the Guadalcanal Plains lies in their suitability for large-scale mechanical cultivation with or without irrigation and initially without the necessity for any substantial forest clearing. The Plains stretch from Lunga Point, about six miles from Honiara, the Protectorate's capital, for some 30 miles along Guadalcanal's north coast and at their widest point spread for seven miles into the foothills. Total area is 75,000 acres.

An illustrated prospectus is available from the Government. **Write:** Financial Secretary, British Solomon Islands Protectorate Government, Honiara, BSIP, Western Pacific.

Castor oil plant prospect is available in Ecuador

An opportunity for U.S. investment in a plant to manufacture castor oil is described in a recent Spanish language feasibility study which was prepared by the Ecuadorean Government's Industrial Development Center (CENDES).

Firms interested in investing in Ecuador can obtain copies of the aforementioned study and 53 other feasibility studies prepared by CENDES. **Write:** Centro de Desarrollo, Casilla Postal 2321, Quito, Ecuador. Attn: Germanico Espinosa Zambrano, Executive Director.

MACHINE TOOLS

A Belgian manufacturer of precision machine tools seeks a joint venture with a U.S. firm. Proposals for complete acquisition of its assets by a U.S. firm would also be considered. WTD.

Write: Bureau of International Commerce, Office of International Investment, 878, U.S. Department of Commerce, Washington, D.C. 20230.

Technical arrangement is sought by Indian firm for animal feed project

A Calcutta manufacturer of vegetable oils, oil cakes and extraction meals seeks a technical collaborative arrangement with an experienced U.S. company to produce concentrated and pellet form poultry and cattle feed.

The Indian firm states that it anticipates no difficulty in obtaining the necessary foreign exchange from the Indian Government to carry out its project. Payments for royalties or outright purchase of technical know-how would be open to mutually agreeable negotiations.

The company plans an operation capable of producing 20,000 tons of poultry feed and 10,000 tons of cattle feed annually. Such basic raw materials as molasses, cottonseed hulls, mineral mixtures and vitamins are available in India.

Electric power, water and transportation facilities are available at the proposed plant site in Calcutta.

Current plans call for marketing the feed domestically, but the Calcutta firm states an export market for simple feed mixtures exists in Malaya, Singapore and the Middle East.

Established in 1907, the Indian firm presently operates oil meal and solvent extraction plants in Calcutta and Kanpur. In addition to producing vegetable oils and oil cakes, the firm manufactures edible refined oils and deoiled extraction meals. Branch offices are maintained in a number of Indian cities, including Madras, Kanpur and Delhi. The Calcutta firm has approximately 1,000 employees.

U.S. firms interested in obtaining additional information about this opportunity should **write:** Dulichand Omraolall, Hindusthan Bldgs., 4, Chittaranjan Ave., Calcutta-13, India. WTD.

Costa Rica increases search for minerals

A recent report from the U.S. Embassy in San Jose indicates continuing and increasing exploration of Costa Rica's mineral resources. Most of the investigations are being conducted by private foreign firms, assisted by Government of Costa Rica agencies, the Industry Division of the Agency for International Development (AID) and the University of Costa Rica. AID has been particularly helpful in arranging for private laboratory testing in the United States to determine economic feasibility, potential uses and extraction processes for various minerals now under study.

There is activity and progress in several areas in the mining field, including exploring for additional iron ore reserves, exploring high grade bauxite to be used in chemicals for the Costa Rican market and testing of diatomaceous earth which is used in insecticides, as a filter media and as a coating for fertilizers. Estimated reserves of this mineral approximate two million tons.

Extensive deposits of pumice have been located and export potential is being determined.

Deposits of kaolin, copper and lignite have also been discovered. Further investigations and surveys are taking place in these areas.

U.S. mining firms interested in obtaining additional information about Costa Rica's mineral program should **write:** Ministry of Industries, Department of Geology, Mining & Petroleum, Aptdo. 5001, San Jose, Costa Rica or Industry Division, Agency for International Development, American Embassy, First St. & Third Ave., San Jose, Costa Rica.

MECHANICAL HANDLING EQUIPMENT

A licensing arrangement with a major U.S. manufacturer of wharf cranes and unloading equipment for ships is sought by a large Australian producer of mechanical handling equipment.

The Australian company is particularly interested in the latest equipment in the containerization field.

The firm markets its products throughout Australia and has branch offices in principal cities.

Write: Mechanical Handling Equipment Ltd., Anderson Rd., Thornbury, Victoria, Australia. WTD.

ELECTRONIC COMPONENTS

A Swedish importer and wholesaler of communication equipment seeks a license to manufacture capacitors for the radio, television and telephone industries.

Write: AB Farad, Nybohovsgrand 1, Hagersten, Sweden. WTD.

ADHESIVES

A Madrid manufacturer of adhesives and glues seeks a collaborative arrangement with a U.S. firm for technical assistance and some management.

Write: Bachmaier & Winter, S.A., calle Guzman el Bueno No. 4, Madrid (15), Spain. WTD.

Malagasy detergent firm seeks license or venture

A Tananarive firm, currently in the final stages of building a soap and detergent plant, seeks a license or joint venture with an experienced U.S. detergent manufacturer.

The company is interested in obtaining technical assistance, formulas and the use of a well-known U.S. soap and detergent brand name. Although capital investment by a U.S. participant would be welcomed, it is not a major consideration since the firm says the Malagasy Government has indicated it would, if necessary, back the project.

Malagasy is now dependent on imports of these products. In 1965, total soap and detergent imports were 9,000 tons. The Government has extended the benefits of the Malagasy Investment Code to the Tananarive firm and is expected to grant import protection as well.

The new plant in Tananarive initially will supply soap products to the interior of the country. The firm anticipates production of 3,000 tons of laundry soap and 400 tons of toilet soap and glycerine in the first year. The plant's annual capacity will be 6,000 tons of laundry soap, 200 tons of toilet soap and 600 tons of glycerine.

U.S. soap and detergent companies interested in obtaining additional information about this opportunity should **write:** La Savonnerie Tropicale, 10 Rue du Zoma, Boite Postale No. 7, Tananarive, Malagasy Republic. WTD.

BINDINGS AND TAPES

A licensing arrangement with a U.S. firm to manufacture formulated bindings and tapes is sought by an Australian company currently formulating a wide range of bias binding, cut tapes and related products.

The Australian firm has plants in Sydney and Brisbane and now seeks to expand its operations. This objective can be accomplished, the firm states, by manufacturing in Australia those products which it cannot import economically because of high tariff costs.

Write: Bias and Binding, 1st Floor, 46 Holt St., Surry Hills, N.S.W., Australia. WTD.

MOTORCYCLES

A Bilbao motorcycle manufacturer is willing to dispose of majority interest in his firm which has a capacity of 6,000 motorcycles a year.

Write: The American Consulate, No. 2 Calle Ibanez de Bilboa, Bilbao, Spain. WTD.

World Trade Opportunities

Water works facility bids invited by Iraq

The Ministry of Municipalities and Works, Baghdad, invites bids for the construction of a water works facility at Suwaira, Kut Liwa. The proposed works include the furnishing, conveyance, construction, erection, and testing of settlement tank, flocculating tank, flash mixer, alum dosing apparatus, rapid sand gravity filters, filter pumps, ground filter water storage tank, chlorinators, two electrically operated low-lift pumping sets, switches, cables, venturi meters, elevated service tank, pump and filter house building, electric lighting, suction main and delivery main to elevated service tank, all valves, pipes, pressure gauges and other apparatus, appendages, and connections. Included also are all materials and labor.

Deadline for receipt of bids is Dec. 27.

Tender documents and relevant information can be obtained from the Directorate General of Projects, Ministry of Municipalities and Works, Baghdad, upon payment of $42 per set, plus $2 to cover airmail charges to the United States.

A copy of the General Conditions of Tender and Specifications may be reviewed by interested firms in the office of the Water Industries and Engineering Services Division, Rm. 4111, U.S. Department of Commerce, Washington, D.C.

Australia to purchase supply of UHF antennas

The Commonwealth of Australia has issued Tender No. C66/135 for supply of UHF omnidirectional aerials.

Bid deadline is Dec. 20, 2 p.m.

Bid should offer 91 UHF antennas, omnidirectional, to operate over the frequency range of 225 to 400 mc, standing wave ratio not to exceed 1.5:1 over the range, impedance 50 ohms, gain at least 2 db. across the band, RF power rating 150 watts, vertical polarization, termination type "N" 50 ohm coaxial receptacle, wind loading 100 mph, complete with two sets of installation tools.

Copies of tender announcement and specifications are available from the Department of Civil Aviation, 3rd floor, Sanderson House, 505 Little Collins St., Melbourne, Australia, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone 202-967-4036).

Korea wants bids on spillway and power plant dam supplies

Bids to supply and deliver materials for a spillway and power plant dam are invited for the Ministry of National Construction by the Republic of Korea's Supply Office.

Supplies for the main dam list 9 sub-items which include: spillway gates, spillway stop loges, scouring gates, scouring stoplog, intake fixed trash racks (No. 1) and (No. 2), intake gates, stoplogs and tailrace gates. Spillway gates and stoplogs are the items to be supplied for the Sachon Diversion .

The Invitation No. is KFX-6177-S, Project (PR) No. 66-G-97, and bids are to be received in the Office of Supply, Gov. of the Rep. of Korea, Seoul before 10 a.m., Nov. 14.

Interested bidders located in the U.S. can obtain a copy of this invitation in detail, with drawings, from the U.S. Dept. of Commerce, BDSA-564, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Hong Kong will procure surveillance radar system

The Department of Civil Aviation, Hong Kong, has issued Tender No. CONF/34 II, for a terminal area surveillance radar system.

Bid deadline is Dec. 10.

Bid should offer surveillance radar system, omnidirectional, above 0° elevation, from site, minimum altitude 4,500′ at 60 nautical miles, maximum altitude not less than 50,000′ at ranges in excess of 20 nautical miles. Antenna: horizontal beam width not more than 1.5 degrees, vertical pattern, cosec^2 with M.T.I. Maximum display range: PRF should permit the display of not less than 70 nautical miles with intertrace periods of 500 microseconds. Microwave link to be provided for remote operation not more than ten miles from radar site to airport.

Copies of tender announcement and specifications are available from the Civil Aviation Department, Central Government Offices, (West Wing), 5th floor, Ice House St., Hong Kong, or on a short term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq to purchase mobile radio-telephone equipment

The Republic of Iraq, Central Foreign Purchase Board, has issued Tender No. 53/66. for VHF transistorized radio-telephone receivers/transmitters.

Bid deadline is Dec. 4.

Bid should offer to supply 80 FM mobile radio-telephone sets. The equipment ought to provide six crystal controlled channels in the frequency band of 68 to 100 MC with RF power output not less than 50 watts. Sets are to be tropicalized and to operate on 12 volts DC supply. The equipment should be provided complete with aerials, cables, microphones, crystals and two years' operational spare parts. A quotation is also required for installation and one year's maintenance.

Copies of tender announcement and specifications are available from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Malaysia to buy TV systems and equipment

The Ministry of Information and Broadcasting, has issued Specification No. 220/199, for supply and installation of TV systems and equipment in the new Pantai Valley Television Center.

Bid deadline is noon, Dec. 20.

Bid should offer to supply, install and check out four TV studios, four telecine chains, four video tape recorders, one network suite together with all associated facilities such as master control, subtitling, telecine, video recording, kine recording, film dubbing, and editing equipment. Also to be provided are test equipment, audio mixing and switching, crystal controlled clock system and switchboard. The bid should include re-location and installation of existing microwave equipment and antennas. The Malaysia TV center is to be located on top of Bukit Putri, Pantai Valley, Kuala Lumpur, Malaysia.

Copies of specifications are available from N. J. Pappas and Associates, Consulting Architects & Engineers, 20 Jalan 16/5, Petaling Jaya, Selangor, Malaysia and from the Montreal Office, 5253 Decarie Blvd., Montreal 29, Canada, upon receipt of M $250.00 (U.S. $82.50). Check may be made out to the above firm. Information but not specifications can be obtained from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NATO invites bids on armored and unarmored cable in Italy

The Director, NATO Saclant ASW Research Center at La Spezia, Italy, has issued an invitation to bid for a total of 7,500 meters of armored and 400 meters unarmored cable according to NATO specifications.

U.S. firms certified eligible to participate in NATO International Competitive Bidding (ICB) are invited to submit their proposals by Dec. 2 to the North Atlantic Treaty Organization, Saclant ASW Research Center, Viale San Bartolomeo 92, La Spezia, Italy. A copy of the invitation to bid, including bidding instructions and specifications, may be obtained on loan from the U.S. Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C., 20230.

U.S. firms not certified eligible for NATO ICB should write to the Sales and Distribution Branch, Rm. 2119, U.S. Department of Commerce, Washington, D.C. 20230, requesting a gratis copy of the brochure, "Doing Business with NATO, How U.S. Companies Can Participate". This up-to-date brochure describes NATO procurement policies and gives names and addresses of agencies to contact.

World Trade Opportunities Continued to page 40

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- • indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

161 Highway and street construction

• **NICARAGUA**—Bidders to prequalify on construction of 20 miles of roads from town of Nicaraguan of Diriamba through La Boquita to Casares. Work includes clearing and grubbing, grading, drainage, special sub-base, gravel base and bituminous single surface treatment. The project, which is part of 273 miles of access roads being built by the Highway Department, is being financed from a $12 million loan for this purpose, received from the Inter-American Development Bank. Prequalification of bidders is required and documents must be received by Nov. 14. Prospective bidders will be notified by Nov. 21. Prequalification, bidding documents and plans may be obtained from the Officina de La Division de Construccion, Departamento de Carreteras, Managua, Nicaragua, C.A., for the sum of $86, plus an additional $35 for air mail postage. Plans and documents may be examined in the above office, the Division office of the U.S. Bureau of Public Roads, Managua, Nicaragua (Telephone 3612), the Regional Office of the U.S. Bureau of Public Roads, San Jose, Costa Rica (Telephone: 21-31-55 and 21-30-22), and the U.S. Bureau of Public Roads, Matomic Bldg., Washington, D.C. (Telephone:112- ST 3-9200, Ext. Ghiglione 3616).

195 Small arms

IRAQ—Shotguns, pistols. Direct purchase and agency. Ahmed M. Janabi (importer, wholesaler), Mirjan Building, 4th Floor, South Gate, Baghdad. WTD 10/13/66.

196 Small arms ammunition

IRAQ—Shotgun shells, pistol bullets. Direct purchase and agency. Ahmed M. Janabi (importer, wholesaler) Mirjan Building, 4th Floor, South Gate, Baghdad. WTD 10/13/66.

201 Meat products

FRANCE—Requests replies in French. "Galeries de Paris", Societe Galeries Angelelli-Bompard (manufacturers), Place Gambetta, 06 Cannes. WTD 10/17/66.

Offals (frozen). Direct purchase and agency. C.A.V.E.I.—Comptoir d'Achats et de Ventes Export-Import (importer, wholesaler, commission merchant, agent), 34/36, Rue Ducouedic, Paris, 14e. WTD 4/21/66.

KUWAIT—Frozen meat, poultry. Abdul Latif Abdul Karim al-Munayes (importer, wholesaler, commission merchant), P.O. Box 2446, Kuwait. WTD 11/8/65.

GERMANY—Calibrated parts of chicken; turkeys over 20 lb. for processing. "Jaegermeyer", Jaeger & Meyer (manufacturer, wholesaler), 75 Karlsruhe/Baden, Amthausstrasse 16. WTD 7/12/65.

203 Canning, preserving foods

FRANCE—Pulses: lentils, dried beans, peas. L. Cahen (importer, dealer, processor), 151, Avenue du President Wilson, La Plaine Saint-Denis (93). WTD 8/31/65.

Frozen fruits, dried apricots, peaches, apples and pears, frozen fish, canned fish, canned salmon, salmon: smoked, salted, dried and pickled. Direct purchase and agency. Com-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 15407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-1833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

pagnie Francaise (importer, dealer, agent), 33, Avenue des Champs-Elysees, Paris, 8. WTD 10/7/65.

Shell-fish. C.A.V.E.I.—Comptoir d'Achats et de Ventes Export-Import (importer, wholesaler, commission merchant, agent), 34/36, Rue Ducouedic, Paris, 14e. WTD 4/21/66.

KUWAIT—Frozen vegetables. Abdul Latif Abdul Karim al-Munayes, (importer, wholesaler, commission merchant), P.O. Box 2446, Kuwait. WTD 11/8/65.

207 Confectionery

SWEDEN—Chocolate, candy, dietetic products, chewing gum. Samples appreciated. AB Hollandska Kompaniet (importer, retailer, wholesaler, sales agent), Vanadisvagen 29, Stockholm. WTD 10/10/66.

220 Textile mill products

NEW ZEALAND—Furnishing fabrics, curtain drapes, dress materials, women's underwear fabrics, men's apparel fabrics, summer and winter weights. Average quality. Quotes f.o.b. or c.i.f. samples requested. Direct purchase and agency. Mr. Dennis H. Skelton (importer, commission agent), P.O. Box 6661, Auckland. WTD 10/7/66.

221 Broad woven fabric mills, cotton

AUSTRALIA—Printed cotton fabrics suitable for manufacturing ladies' lingerie. Direct purchase and agency. Pyramid Agencies (Australia) (indent agents), 290 Collins St., G.P.O. Box 5420 CC, Melbourne, Victoria. WTD 10/7/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Printed nylon and rayon taffeta fabrics suitable for quilted bed spreads and ladies' and children's dressing gowns, printed nylon lawn fabrics suitable for ladies' lingerie. Direct purchase and agency. Pyramid Agencies (Australia) (indent agents), 290 Collins St., G.P.O. Box 5420 CC, Melbourne, Australia. WTD 10/7/66.

FRANCE—Fiberglass ribbons for flowers, confectionery. Charles Kanter (Marx Freres) (wholesaler), 35, Boulevard Magenta, 75-Paris (10). WTD 4/21/66.

224 Narrow fabrics, other smallwares mills

NIGERIA—Wools, velvets. Datogin Trading Company (importer, retailer), 16 Sakpoba Rd., P.O. Box 333, Benin City. WTD 6/15/66.

229 Textile goods

NETHERLANDS—New and used jute and cotton bags, burlap. Max Wolf Zakken-, Garen & Touwhandel N.V. (importer, wholesaler, exporter), 33 H. Hartplein, Veghel (N.Br.). WTD 2/9/66.

262 Paper mills, products

FRANCE—File folders, office supplies. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75 Paris, 10e. WTD 3/24/66.

Magazine paper and standard featherweight paper, consistent quality, dependable supply required. Papeteries de Ruysscher (importer, exporter, manufacturer, wholesaler), 3-9, Rue Cambronne, Paris, XV. WTD 3/9/66.

263 Paperboard mills, products

FRANCE—Paperboard stock, all kinds. Papeteries de Ruysscher (importer, exporter, manufacturer, wholesaler), 3-9, Rue Cambronne, Paris, XV. WTD 3/9/66.

264 Converted paper, paperboard products

FRANCE—Paper envelopes: printed or unprinted; cellophane adhesive tapes, eyelets, labels, manila folders. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10). WTD 3/24/66.

Cellophane ribbons for flowers, confectionery. Charles Kantor (Marx Freres) (wholesaler), 35, Boulevard Magenta 75-Paris (10). WTD 4/21/66.

● **ITALY**—Annual requirements of 40,000 rolls of toilet paper and 20,000 packages of paper towels. Bid deadline Dec. 2. Headquarters, Allied Forces Southern Europe, Purchasing & Contracting Office, Naples.★ (Telephone: 202-WO 7-3003).

265 Paperboard containers, boxes

FRANCE—Corrugated and solid fiberboard pads for packing purposes. Direct purchase and agency. Requests replies in French. Etablissements Walle & Cie (manufacturer, dealer), Boite Postale No. 3, 59 Wambrechies. WTD 4/27/66.

281 Industrial chemicals

AUSTRIA—Raw materials for use in glass manufacture such as dehydrated borax in fine granular form, iron oxide black and red, cadmium sulfide, copper oxide, nickelic oxide, sodium nitrate, potassium carbonate, soda ash, potassium nitrate. Linzer Glashutte Worf & Co., K.G. (manufacturer), Kapuzinerstrasse 51, A-4010 Linz/Donau. WTD 10/5/66.

BRAZIL—Urea, calcium phosphate (dibasic), ammonium sulfate, potassium chloride, other industrial chemicals in general. Direct purchase and agency. Taquary Comercio e Representacoes Ltda. (wholesaler, agent), Avenida Presidente Antonio Carlos 607, 9° andar, sala 901, Rio de Janeiro ZC-OO, Estado da Guanabara. Caixa Postal 3567, ZC-OO, Rio de Janeiro. WTD 10/14/66.

FINLAND—Chemicals for cellulose and paper industries. E. Wegelius (agent), Luotsikatu 16 A 4, Helsinki 16. WTD 10/7/66.

FRANCE—Raw materials, basic products suitable for use by paint and varnish industry such as organic and inorganic pigments, synthetic organic dyes, colors, crude chemicals, and related lines. Direct purchase and agency. Peintures du Lauragais, S.A. (manufacturers, dealers), Place du Niger; 31- Toulouse, Haute-Garonne. WTD 2/17/66.

● **INDIA**—Tender for 85,000 metric tons phosphoric acid, 54% P_2O_5; bid deadline of Nov. 30 extended to Jan. 10 (INTERNATIONAL COMMERCE, Oct. 31, p. 32).★ (Telephone 202-WO 7-3465).

282 Plastics materials

● **BURMA**—High styrene butadiene co-polymer resin, 100 tons, in 20 kgs. kraft paper bags. Tender No. MEIC/18/T/19/66-67, bid deadline Nov. 14. Manager, Industrial Raw Materials, Myanma Export-Import Corp. (Import Division) 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-3512).

FINLAND—Plastics materials and synthetic resins for plastics molding industry. E. Wegelius (agent), Luotsikatu 16 A 4, Helsinki 16. WTD 10/7/66.

FRANCE—Synthetic oil (replacement for natural cedar oil) suitable for utilization in microscopy with *immersion* objectives having following characteristics: refractive index, nD-1,515, odorless, non-siccative, and non-corrosive. Samples, price quotations (for merchandise in lots of 50 liters, or less) requested. Lelievre (Etablissements) (dealer, sales agent), 1 Rue Bouquiere; 31- Toulouse, Haute-Garonne. WTD 10/19/66.

Dicyclohexylamine nitrate. Requests replies in French. Etablissements G.E. Barthelemy (manufacturer, dealer), 64-66-71 Rue Defrance, 94- Vincennes. WTD 3/24/66.

Polyethylene sheets 70/100° white mat opaque surface, canvas texture one side only; Mylar and plastic adhesives. Ets. Meynsbrughen-Demeulemester (importer, exporter, manufacturer), 37, Rue Chappe, Lille (59). WTD 4/13/66.

GERMANY—Synthetic lubricants (oils and greases). Requests replies with price quotations c.i.f. Rotterdam or Hamburg. Direct purchase or agency. Requests replies in German. W. F. van Laar KG. (manufacturer, distributor, importer), 6 Dechenstrasse, 4030 Ratingen. WTD 10/14/66.

IRAQ—Fumigation sheets made of polyethylene for use as cover for grain during fumigation operations. Grain Board of Iraq (government agency), Baghdad.

283 Drugs

IRAQ—Chemicals, medicinal, organic, inorganic, bulk, uncompounded. Direct purchase and agency. Ahmed M. Janabi (importer, wholesaler), Mirjan Building, 4th Floor, South Gate, Baghdad. WTD 10/13/66.

● Pharmaceutical preparations, 43 items, including chorpheniramine maleate, 10 mg. per cc., 500,000 ampoules; atropine sulfate, 0.6 mg. per cc., 500,000 ampoules; vitamin B_{12} I.M., 100 mcg. per cc., 2,000,000 ampoules; monocaine hcl. 2%, 2 cc. with epinephrine hcl. 1/50000 I.F., 500,000 cartridges; vitamin C, 500 mg. I.V. 5 cc., 500,000 ampoules; procaine hcl. 2%, 2 cc., 100,000 ampoules; neostigmine methyl sulfate, 0.5 mg. 1 cc. in water, 20,000 ampoules; insulin protein zinc, 10 cc., 40 units per cc., 8.000 vials; morphine sulfate, 0.02 gm., 2 cc., 50,000 ampoules; sulfadiazine, 1 gm. per 5 cc., 20,000 ampoules; nicotinic acid, 50 mg., 5 cc., 100,000 ampoules; and pethidine hcl., 100 mg., 2 cc., 100,000 ampoules. Tender No. 54/66, bid deadline Dec. 11. Copies of the tender are available on a limited time loan basis only, from the Chemicals and Allied Products Division, BDSA-544, Rm. 4421, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

ITALY—Basic chemical products for production of new ophthalmic specialties. Dottor An-

tonino Benanti (manufacturer, importer), Direttore Ufficio Sviluppo, S.I.F.I. S.p.A., 15/B Via Nicola Coviello, Catania, Sicily. WTD 10/5/66.

287 Agricultural chemicals

BRAZIL—Mixed fertilizers in general. Direct purchase and agency. Taquary Comercio e Representacoes Ltda. (wholesaler, agent), Avenida Presidente Antonio Carlos 607, 9° andar, sala 901, Rio de Janeiro ZC-OO, Estado da Guanabara. Caixa Postal 3567, ZC-OO, Rio de Janeiro. WTD 10/14/66.

FRANCE—Pest control chemicals, fungicides, herbicides, insecticides, etc. Direct purchase and agency. Seppic (manufacturer), 70, Avenue des Champs-Elysees, Paris, 8. WTD 10/5/66.

289 Chemical products

FRANCE—Additives to promote quick setting of cement. E. P. M. International Co. (manufacturer, wholesaler, retailer), 61, Rue du President Wilson, 92- Levallois-Perret. WTD 3/25/66.

GERMANY—Welding powder for spraying. Requests price quotations c.i.f. European ports. Heinrich Reining GmbH. (importer, wholesaler, manufacturer, exporter), 1 Freiligrathstrasse, 4 Duesseldorf. WTD 10/18/66.

291 Petroleum refining

ITALY—Lubricating oils, additives and grease in general, bright stock, cylinder oil. RA.M.-OIL S.p.A. (manufacturer), Tavernanova di Casalnuovo, Naples. WTD 9/28/66.

301 Tires, tubes

IRAQ—Tires, tubes for passenger cars. Direct purchase and agency. Khalil Khairallah El-Jumaily (importer, wholesaler), Martyrs Square, Karkh, Baghdad. WTD 10/13/66.

306 Fabricated rubber products

FRANCE—Office supplies: erasers. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

Inflatable hangars and storage sheds (utility, for farm industries), and related air-supported instant warehousing structures. Descriptive literature, illustrated, and price lists requested. Direct purchase and agency. Etablissements Taste Pere & Fils (dealers), Place de Loulette; 88- Montauban, Tarn-et-Garonne. WTD 3/14/66.

Rubber packings. Direct purchase and agency. Requests replies in French. Etablissements Walle & Cie (manufacturer, dealer), Boite Postale No. 3, 59 Wambrechies. WTD 4/27/66.

307 Plastic products

FRANCE—Plastic household articles including tableware, kitchen utensils, bathroom accessories, hardware items, plastic gadgets, novelties. Direct purchase and agency. Midi-Caoutchouc (Midica) (wholesale dealers), 13 Place Esquirol; 31- Toulouse, Haute-Garonne. WTD 3/31/66.

NETHERLANDS—Garden hose and other plastic gardening tools, accessories. N. V. Handelmij. Clabecq (commission agent), P.O. Box 3026, Voorburg. WTD 8/22/66.

315 Leather gloves

FRANCE—Welders' gloves. Direct purchase and agency. Metalarc (importer, manufacturer, dealer, agent), 19/21 Avenue Joffre, 93 Epinaysur-Seine. WTD 3/31/66.

316 Luggage

FRANCE—Leather cases, luggage, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de (importer, exporter, wholesaler), l'Ultra-Son "Exel," 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

317 Handbags, personal leather goods

FRANCE—Jewelry cases (regardless of material), key cases, cigarette-cases, vanity cases, compacts. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de (importer, exporter, wholesaler), l'Ultra-Son "Exel," 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

319 Leather goods

FRANCE—Leather desk sets, embossed leather goods to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de (importer, exporter, wholesaler), l'Ultra-Son "Exel," 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

Leather welders' aprons. Direct purchase and agency. Metalarc (importer, manufacturer, dealer, agent), 19/21, Avenue Joffre, 93 Epinaysur-Seine. WTD 3/31/66.

322 Glass, glassware

FRANCE—Ashtrays, glass, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de (importer, exporter, wholesaler), l'Ultra-Son "Exel", 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

323 Glass products

AUSTRIA—Unique glass products for household use, including modern lighting fixtures. Direct purchase and agency. A. Weber & Cie., Spiegelfabrik (manufacturer), Zieglergasse 51, Postfach 30, A-1071 Vienna. WTD 10/13/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Asbestos, metallic and semi-metallic packings. Direct purchase and agency. Requests replies in French. Etablissements Walle & Cie (manufacturer, dealer), Boite Postale No. 3, 59 Wambrechies. WTD 4/27/66.

331 Steel mill products

● **BURMA**—Sheets, corrugated and plain galvanized, expanded metal, beams, angles and channels, bars and plates. Tender No. 1(T) CONST/CHK/POI(66-67), bid deadline Nov. 20. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Pipe and fittings, including 16,100′ of pipe 2″ to 6″ dia. and 2,500′ of galv. pipe 2″ and 3″ dia. Tender No. 11(T)CONST-POI/DD (66-67), bid deadline Nov. 30. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Pipe and fittings including 87,000′ continuous weld line pipe, ½″ to 4″ dia. Tender No. 5(T)CONST/CHK/POI(66-67), bid deadline Nov. 25. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Chain link fencing, 72 rolls (25 yds/roll), wire netting, 56 rolls, several small quantities of wire cloth. Tender No. 4(T) CONST/CHK/POI(66-67), bid deadline Nov. 25. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Angles (21 items, 2785 pcs.), round bars (7 items, 150 pcs.) and flat bars (21 items, 2875 pcs.). Size ranges: Angles, ⅛″ x 1¼″ x 1¼″ to ⅜″ x 5″ x 5″, lengths 20 to 28′; rounds, 1¼″ to 4″ dia., lengths 15 and 20′; flats, 3/16″ x 1½″ to 2″ x 6″, lengths 20 and 26′. Tender No. 28/GD (66-67), bid deadline Nov. 30. Manager, Government Dockyard Dawbon, Rangoon.★ (Telephone: 202-WO 7-2363).

● Welded pipe and fittings. Numerous items including 31,400′ of black and galvanized pipe. Tender No. 10/66-67, bid deadline Nov. 20. The Director General (Procurement), Mineral Develepment Corp., 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Pipe and fittings: 68 items. Includes 9 items of pipe (20,050′), black, galvanized, seamless and welded. Tender No. 12(T) CONST-POI/DD(66-67), bid deadline Nov. 30. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Steel staples: wire and cut for use as office supplies. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

High grade stainless steel for manufacture of precision radio components. Radio-Electro-Selection—R.E.S. (importer, manufacturer, wholesaler), 16-20, Avenue de la Republique, 92—Bourg-la-Reine. WTD 3/17/66.

GERMANY—Pierced steel plankings (new and second-hand) for emergency roads, parking lots, open-air storage areas. Descriptive brochure available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C., 20230. E. F. Hirsch G.m.b.H. (importer, exporter, wholesaler), 757 Baden-Baden, Vincentistrasse 21-23. WTD 10/14/66.

● **INDIA**—2420 metric tons of squares, billets and blooms, flats, rounds and spring steel slabs. Tender No. S-71 of 1966, bid deadline Nov. 24. Director, Wagon Production, Railway Board, Ministry of Railways, New Delhi. One copy only of the tender documents may be examined in Rm. 4224, Iron and Steel Division. BDSA, U.S. Department of Commerce, Washington, D.C. 20230. Tender documents may be purchased from India Supply Mission (I.S.M. Reference No. D/ENQ/2141), 2536 Mass. Ave. NW., Washington, D.C. 20008. Tender fee (not refundable), $1.50 each.

332 Iron, steel foundries

FRANCE—Cast-iron water pipes and fittings. Direct purchase and agency. Requests replies in French. Anciens Etablissements Lesaffre & Bataille (manufacturer, wholesaler, retailer, agent), Rue du 14 Juillet, 62 Lens. WTD 3/31/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Welding rods. Direct purchase and agency. Metalarc (importer, manufacturer, dealer, agent), 19/21, Avenue Joffre, 93 Epinay-sur-Seine. WTD 3/31/66.

Cable accessories for attaching & holding electric wires, especially in electric & electronic appliances. Requests replies in French. Ets. Eribe (manufacturer, dealer), -Appareillage Electrique, 73-Mouxy-Aix les Bains (Savoie). WTD 11/30/65.

● **PAKISTAN**—Supply of hard-drawn copper wire, 22,000,000 lb., 200 lbs per mile; hard-drawn copper wire, 60,000 lb., 300 lb. per mile; wire copper weld, 2,200,000 lb, 242 lb. per mile; cadmium copper wire, 5,000,000 lb., 40 lb. per mile; copper rod 23,000 lb. Bid deadline Nov. 30. Pakistan Telegraph & Telephone Department, Office of the Director General Telegraph & Telephone, Karachi.★ (Telephone: 202-WO 7-4717).

342 Cutlery, hand tools, general hardware

FRANCE—Light alloy pulleys with removable pivot, variable ratio pulleys, metal extensible couplings. Direct purchase and agency. Fonderie Cappuccitti (manufacturer, importer), 50 bis, Rue Camille-Desmoulins, Cachan (94). WTD 11/3/65.

NETHERLANDS—Kitchen cutlery, files, saws, saw blades, hammers, chisels, screwdrivers, planes, pliers, wrenches, hobby sets, spades, rakes, shovels, hoes, other gardening, metal and woodworking hand tools, hose connections and related hardware. N. V. Handelmij. Clabecq (commission agent), P.O. Box 3026, Voorburg. WTD 8/22/66.

NIGERIA—Hand-operated pepper grinding machines. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Central heating apparatus and accessories. Requests replies in French. Forges de Bobigny (importer, retailer, wholesaler), 438, Avenue Paul-Vaillant Couturier, Bobigny (93). WTD 4/13/66.

Plumbers' brass goods, fixture fittings and trim. Direct purchase and agency. Requests replies in French. Anciens Etablissements Lesaffre & Bataille (manufacturer, wholesaler, retailer, agent), Rue du 14 Juillet, 62 Lens. WTD 3/31/66.

GERMANY—Heating and air conditioning combination units. Direct purchase and agency. Joachim Zeuzem, Lufttechnische Apparate und Geraete (consulting engineers), 6 Bergen-Enkheim-Frankfurt/Main, An der Pfaffenmauer 6. WTD 10/17/66.

344 Fabricated structural metal products

FRANCE—Industrial heat exchangers and boilers. Requests replies in French. Etablissements I. Leclercq & Fils (manufacturer, dealer), 16-20, Rue Lefebvre d'Orval, 59 Douai. WTD 6/23/66.

345 Screw machine products

NETHERLANDS—Bolts and nuts, split pins, washers, similar items. N. V. Handelmij. Clabecq (commission agent), P.O. Box 3026, Voorburg. WTD 8/22/66.

348 Fabricated wire products

FRANCE—Office supplies: wire paper clips. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

Office supplies: metallic paper fasteners. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

349 Fabricated metal products

FRANCE—Irrigation distribution equipment: fittings, gates, tubing, risers, sprinklers, etc. Direct purchase and agency. Seppic (manufacturer), 70, Avenue des Champs-Elysees, Paris, 8. WTD 10/5/66.

Mail boxes. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, Paris (10e). WTD 3/24/66.

Water valves. Requests replies in French. Direct purchase and agency. Anciens Etablissements Lesaffre & Bataille (manufacturer), Rue du 14 Juillet, 62 Lens. WTD 3/31/66.

352 Farm machinery

FRANCE—Tomato-harvesting machines. Catalogs, price lists requested. Larroche Freres (packers, wholesalers, exporters), 12 Allees Lemartine, 47- Villeneuve-sur-Lot, Lot-et-Garonne. WTD 10/18/66.

Agricultural machinery for sugarbeet, potato, and corn crops. Maurice Gibouin (importer, wholesaler), 64, Avenue Marechal-Foch, Nangis (77). WTD 4/26/65.

NETHERLANDS—Lawn mowers, hand operated and power driven, lawn sprinklers. N.V. Handelmij. Clabecq (commission agent), P.O. Box 3026, Voorburg. WTD 8/22/66.

Specialized types of crop harvesting equipment, sophisticated barn equipment, brooding equipment, grain-silo's, grain dryers, related equipment. Mehrwald & Co. N.V. (importer, exporter), 313 Frankenslag, The Hague. WTD 3/4/66.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Hydraulic cranes to be mounted on trucks. Maurice Gibouin (importer, wholesaler), 64, Avenue Marechal-Foch, Nangis (77). WTD 4/26/65.

● **IRAN**—Supply of one hand-operating, overhead traveling hoist with a ten-ton capacity. Tender No. A/738, bid deadline Dec. 10. Steel Corporation of Iran (SCI), Ferdowsi Square, 35 Forsat Ave., Tehran. Tender Documents are available from the SCI at the above address for .75¢.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Materials handling equipspecifically for air freight handling. Mehrwald & Co. N.V. (importer, exporter), 313 Frankenslag, The Hague. WTD 3/4/66.

354 Metalworking machinery

● **BURMA**—Pneumatic tools: 16 scrapers—¾" bore, ½" stroke; 3 long-stroke riveting hammers for ¾" hot rivets, one 1/16" piston diameter, 5" stroke; four chipping hammers, one ⅛" bore, 2" stroke; two drills about 2¼' long. Tender No. 31/6D (66-67), bid deadline Nov. 20. The Manager, Government Dockyard Dawbon, Rangoon. (Telephone: 202-WO 7-5652).

● Lathes: Three center lathes—40" swing, 14' between centers; one shaft lathe—18" swing, 12' between centers, with 10" detachable gap piece; one gap lathe—10" gap distance, 36" gap swing, and 5' 6" between centers. Tender No. 32/6D (66-67), bid deadline Nov. 20. The Manager, Government Dockyard Dawbon, Rangoon. (Telephone: 202-WO 7-5652).

FRANCE—Acetylene welding equipment. Direct purchase and agency. Metalarc (importer, manufacturer, dealer, agent), 19/21, Avenue Joffre, 93 Epinay-sur-Seine. WTD 3/31/66.

● **IRAN**—Various types of metalworking machinery, including 320-T and 150-T hydraulic presses, combination circular shear and flanging machine, automatic welder for 5/16" thick aluminum, lathe—C to C 300 cm, and roll-bending machine. Tender No. 25, bid deadline Dec. 4. The Imperial Iranian Air Force, General Headquarter, Material Supply Section, Farahabad Rd., Tehran.★ (Telephone: 202-WO 7-5652).

IRAQ—Machine tools, metalworking equipment. Direct purchase and agency. Ahmed M. Janabi (importer, wholesaler), Mirjan Bldg., 4th Floor, South Gate, Baghdad. WTD 10/13/66.

NETHERLANDS—Power-driven handtools for metalworking and woodworking for professional and home use: Drills, saws, sanders. N.V. Handelmij. Clabecq (commission agent), P.O. Box 3026, Voorburg. WTD 8/22/66.

355 Special industry machinery

FINLAND—Machines of all kinds for paper and cellulose industries. E. Wegelius (agent), Luotsikatu 16 A 4, Helsinki 16. WTD 10/7/66.

FRANCE—Food-packaging machines. Direct purchase and agency. Requests replies in French. Etablissements Walle & Cie (manufacturer, dealer), Boite Postale No. 3, 59 Wambrechies. WTD 4/27/66.

Machinery of a novel character for packaging of dried beans, peas in 500 grams, 1 kilo, 5 kilos, 10 kilos units. L. Cahen (importer, dealer, processor), 151, Avenue du President Wilson, La Plaine Saint-Denis (93). WTD 8/31/65.

Machinery of novel character for processing of pulses. L. Cahen (importer, dealer, processor), 151, Avenue du President Wilson, La Plaine Saint-Denis (93). WTD 8/31/65.

Dairy equipment: complete installation for collecting and processing milk, including containers and packing machinery for milk, butter, and cheese for retail sale. Direct purchase and agency. Lanote & Cie (importer, wholesaler), 6, Rue des Tilleuls, 92-Boulogne-sur-Seine. WTD 7/5/65.

THAILAND—Sheet-fed offset, single color, printing presses. C.i.f. prices, brochures requested. National Printing Co. Ltd. (importer, printer), 526 Plernchit Court, Bangkok. WTD 1/19/66.

356 General industrial machinery

FRANCE—Packaging machines for general industrial use. Direct purchase and agency. Requests replies in French. Etablissements Walle & Cie (manufacturer, dealer), Boite Postale No. 3, 59 Wambrechies. WTD 4/27/66.

GERMANY—Ventilating equipment. Direct purchase and agency. Joachim Zeuzem, Lufttechnische Apparate & Geraete (consulting engineer), 6 Bergen-Enkheim-Frankfurt/Main, An der Pfaffenmauer 6. WTD 10/17/66.

● **INDIA**—Supply of six pneumatic sump pumps with a capacity of 250 GPM and a head of 60'. Tender No. SE-5/224/35/077/1, bid deadline Nov. 24. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. (ISM Ref. No. D/ENQ/2139).★ (Telephone: 202 WO 7-5589).

357 Office, computing, accounting machines

FRANCE—Office supplies: mail handling machines & supplies, pencil sharpeners, punching machines, stapling machines, cellophane tape dispensers, filing systems, office copying equipment. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

358 Service industry machines

FINLAND—Deep-freeze equipment for trucks and truck trailers in long-distance traffic. E. Wegelius (agent), Luotsikatu 16 A 4, Helsinki 16. WTD 10/7/66.

FRANCE—Mechanical water purification equipment. Direct purchase and agency. Requests replies in French. Anciens Etablissements Lesaffre & Bataille (manufacturer, wholesaler, retailer, agent), Rue du 14 Juillet, 62 Lens. WTD 3/31/66.

Air humidifiers for domestic central heating. Direct purchase and agency. Office du Froid (importer, wholesaler), 97, Rue Aristide-Briand, Levallois (92). WTD 6/10/65.

Car upholstery cleaning machines. Direct purchase and agency. Societe Industrielle pour l'Equipement des Garages—S.I.P.E.G. (importer, wholesaler), 63 Avenue Franklin-Roosevelt, Paris, 8e. WTD 4/26/66.

GERMANY—Air-conditioning systems, equipment. Direct purchase and agency. Joachim Zeuzem, Lufttechnische Apparate und Geraete (consulting engineer), 6 Frankfurt/Main-Bergen Enkheim, An der Pfaffenmauer 6. WTD 10/17/66.

● **IRAQ**—Supply of 50 electrical drinking water coolers with a capacity of not less than 20 gallons of water per hour. Tender No. 52/66, bid deadline Dec. 4. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Oil diffusion pumps and iongetter pumps. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

SWITZERLAND—Catering equipment for hotels, restaurants, and hospitals. Requests replies in German. Hermann Faeh (wholesaler, agent), Hohlstrasse 35, 8026 Zurich. WTD 10/17/66.

361 Electric transmission, distribution equipment

NETHERLANDS—Electronic measuring equipment of high precision: signal generators, resistance meters, capacity bridges with variable frequency. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

● **NEW ZEALAND**—Supply of four 3-phase, 220 kv. 7,500 mva circuit breakers. Tender No. 494, bid deadline Jan. 24, 1967. The Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★ (Telephone: 202-WO 7-4241).

NIGERIA—Cables, switches, plugs, sockets, fluorescent fittings. Westaf Electrics Co. (retailer), 57 Mission Rd., P.O. Box 442, Benin City. WTD 8/23/66.

362 Electrical industrial apparatus

● **BURMA**—Various sized general purpose electrodes, 952,000' suitable for a.c. and d.c. welding in all positions. Tender No. 9 (T)/CONST (CAP)/SR/POI (66-67), bid deadline Nov. 30. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon. A copy of specifications is available to firms located in the U.S. on a short-time loan basis from the Metalworking Equipment Division, BDSA-592, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5652).

FRANCE—Electric welding apparatus and accessories, electric welding wire. Direct purchase and agency. Metalarc (importer, manufacturer, dealer, agent), 19-21, Avenue Joffre, 93 Epinay-sur-Seine. WTD 3/31/66.

GERMANY—Alloyed welding electrodes. Requests price quotations c.i.f. European ports. Heinrich Reining GmbH. (importer, wholesaler, manufacturer, exporter), 1 Freiligrathstrasse, 4 Duesseldorf. WTD 10/18/66.

NETHERLANDS—Analog digital converters. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

363 Household appliances

FRANCE—Electric lighters. Requests replies in French. Societe d'Exploitation de l'Electricite et de (importer, exporter, wholesaler), l'Ultra-Son "Exel", 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

364 Electric lighting, wiring equipment

FRANCE—High-grade electrical insulating materials. High frequency losses. Radio-Electro-Selection—R.E.S. (importer, manufacturer, wholesaler), 16-20, Avenue de la Republique, 92-Bour-la-Reine. WTD 3/17/66.

365 Radio, television receiving sets

FRANCE—Professional electro-acoustics such as audio amplifiers and control units, audio systems, slide film projection, public address systems, recorders. Direct purchase and agency. Electrosonic S.A. (importer, manufacturer, agent), 124, Boulevard Pereire, Paris, 17e. WTD 3/31/66.

366 Communication equipment

● **COLOMBIA**—Supply of 35,000 telephone sets and spare parts. Bid deadline Dec. 14. Copy of terms and specifications may be obtained from Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin, upon payment of $3.15.

FRANCE—Electronic field detection apparatus. Direct purchase and agency. Electrosonic S.A. (importer, manufacturer, agent), 124, Bld Pereire, Paris, 17e. WTD 3/31/66.

● **IRAN**—Supply of 250 magnetic field telephones. Tender No. 1328/45, bid deadline Jan. 23. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-4823).

IRAQ—Army communication sets, equipment. Direct purchase and agency. Ahmed M. Janabi (importer, wholesaler), Mirjan Bldg., 4th Floor, South Gate, Baghdad. WTD 10/13/66.

● **MALAYSIA**—Supply of lead-covered and steel-tape armored telephone cable and accessories. Tender No. PT/Cables/1/66, bid deadline Dec. 10. Tender documents may be obtained on request from the Regional Director, Posts and Telecom, Jesselton, Sabah.

NETHERLANDS—FM instrumentation recorders. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

Aircraft communication equipment, object-detection apparatus, airborne and ground navigational electronic equipment, aircraft control equipment, aircraft flight and engine instruments. Mehrwald & Co. N.V. (importer, exporter), 313 Frankenslag, The Hague. WTD 3/4/66.

367 Electronic components, accessories

FRANCE—Electronic components for gaseous chromatography apparatus such as flame ionization detectors, electrometers, precision resistors and potentiometers, special valves and fittings for chromatographs and laboratory apparatus, fixed phase chromatograph tubes. Geoservices (importer, manufacturer, dealer), 20, Rue d'Aumale, Paris, 9e. WTD 3/28/66.

Electro servomechanisms for regulation systems, data processing, such as numerical & analogic computers, processors, digital and analog transducers, specialty resistors for electronic end products, solid state electronic devices, inductors, electronic transformers and capacitors. Electron tubes: transmitting, industrial and special purpose. Direct purchase and agency. Electrosonic S.A. (importer, manufacturer, agent), 124, Bld Pereire, Paris, 17e. WTD 3/31/66.

NETHERLANDS—Tantalium capacitors. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

371 Motor vehicles, motor vehicle equipment

IRAQ—Automotive replacement parts and accessories. Direct purchase and agency. Khalil Khairallah El-Jumaily (importer, wholesaler), Martyrs Square, Karkh, Baghdad. WTD 10/13/66.

NEPAL—Automobiles—six cars, four station wagons, passenger, four to seven-seater with modern amenities including radio and wall clock fittings, provision for automatic heaters, coolers and back cabin in wagons for about 200 lb. of luggage. Desires catalogs, quotations c.i.f. Calcutta. A. M. Arathoon Co. (Nepal) Pvt. Ltd. (transportation service), Seto Durbar, Kathmandu. WTD in preparation.

372 Aircraft, parts

NETHERLANDS—Aircraft, aircraft engines and parts, propellors, other parts. Mehrwald & Co. N.V. (importer, exporter), 313 Frankenslag, The Hague. WTD 3/4/66.

381 Engineering, laboratory, scientific, research instruments

● **BURMA**—Supply of geological survey instruments including transits, levels, clinometers, theodolites, telescopes, compasses, binoculars, tapes, rules, etc. Tender No. 10/66/67, bid deadline Nov. 20. The Director General (Procurement), Mineral Development Corp., No. 243/251 36th St., Rangoon★ (Telephone: 202-WO 7-2939).

● Supply of drafting instruments, including pantographs, planimeters, protractors, drawing boards, stereoscopes, steel rulers, etc. Tender No. 14/66-67, bid deadline Nov. 20. The Director General (Procurement), Mineral Development Corp., No. 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Scientific instruments designed for research, control, education, industry, other uses. Laboratory equipment, apparatus and

supplies; measuring and testing devices; new types of equipment for industrial purposes and process control instrumentation in factories, laboratories, etc. Direct purchase and agency. Lelievre (Etablissements) (dealer, sales agent), 1 Rue Bouquiere; 31- Toulouse, Haute-Garonne. WTD 10/19/66.

Laboratory apparatus & instruments such as anemometers, autoclaves, bacteriological incubators, barographs and microbarographs, centrifuges, constant temperature baths, drying ovens, furnaces, mass spectrographs, hot air sterilizers, etc. Direct purchase and agency. A. Jobin & C. Yvon (manufacturer, dealer), 26, Rue Berthollet, 94 Arcueil (Val de Marne). WTD 3/21/66.

NETHERLANDS—Whole body radiation counters. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

382 Instruments for measuring, controlling, indicating physical characteristics

PORTUGAL—Indicating, totalizing and recording cold and hot water meters, pneumatic and electronic level indicators for determinating level of water in well-reservoirs, with or without remote reading. Direct purchase or agency. Sociedade de Fornecimentos Tecnicos (importer, dealer, sales agent), e Industriais, SOTECNA, Lda., Rua Rodrigues Sampaio, 52-1°, Lisbon. WTD 8/2/66.

383 Optical instruments, lenses

AUSTRIA—All types of optical products including spectacle lenses, frames, sunglasses. Direct purchase and agency. Feinmechanische-optische Betriebsges.m.b.H (importer, wholesaler, agent, manufacturer), Karolingerstrasse 4, A-5020 Salzburg. WTD 10/13/66.

FRANCE—Various optical instruments (polishing & grinding machines, etc.) Direct purchase and agency. Silvestre & Cie (manufacturer), 38 bis, Rue Henri-Martin, Le Pre-Saint-Gervais (93). WTD 11/23/65.

Microscopes, refractometers, spectrometers, spectroscopes, colorimeters, polariscopes, spectrophotometers, etc. Direct purchase and agency. A. Jobin & C. Yvon (manufacturer, dealer), 26, Rue Berthollet, 94 Arcueil (Val de Marne). WTD 3/21/66.

384 Surgical, medical, dental instruments

NETHERLANDS—Electronic equipment for medical field: stimulators, etc. Nenimij N.V. (importer, wholesaler), 74 Laan Copes v. Cattenburch, The Hague. WTD 4/27/66.

386 Photographic equipment

NETHERLANDS—Cameras, projectors, enlargers and accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. N. V. Foto- en Projectiegroothandel Erven Dr. A. H. C. van Senus (importer, exporter, wholesaler, agent), Polanenstraat 39, Rotterdam-16. WTD 1/31/66.

387 Watches, clocks, parts

FRANCE—Cases for watches. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "Exel" (importer, exporter, wholesaler), 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

● **UAR**—Supply of electric clocks for Cairo Station (Main, Upper Egypt & Suburban) and Kobri-el Leimoun Stations. Tender No. ER. 144-15/2-1067, bid deadline Dec. 3. Inspector General, Egyptian Railways, Mechanical & Electrical Engineering Dept., E.R. Building beside Shubra Bridge, Shubra, Cairo.★ (Telephone: 202-WO 7-2939).

● Supply of electric clocks of various types for Shubra Station. Tender No. ER 144-15/2/1, bid deadline Nov. 12. Inspector General, Egyptian Railways, Mechanical & Electrical Engineering Dept., E.R. Building beside Shubra Bridge, Shubra, Cairo.★ (Telephone: 202-WO 7-2939).

391 Jewelry, silverware, plated ware

FRANCE—Cigarette cases, lighters made of precious metal to be sold as gift articles. Requests replies in French. Direct purchase and agency. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "Exel" (importer, exporter, wholesaler), 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

Silver-plated ware such as tableware, baby sets, to be sold as giftware. Direct purchase and agency. Requests replies in French. Orfevrerie Girod (importer, exporter, wholesaler), 14, Rue Portefoin, Paris, 3. WTD 12/22/65.

394 Toys, amusement, sporting goods

SWEDEN—Diving equipment, water-ski articles, snow ski equipment, boat accessories. Direct purchase and agency. AB Vattenskid-specialisten (importer, retailer, exporter, wholesaler, manufacturer, sales agent), Erstagatsn 17, Stockholm. WTD 10/13/66.

Fishing tackle, all kinds. Direct purchase and agency. AB Urfabriken (ABU) (manufactrer, agent), Svangsta. WTD 3/30/66.

395 Pens, pencils, office, artists' materials

FRANCE—Ball point pens, fountain pens, lead pencils, marking devices, carbon paper and inked ribbons for business machines. Direct purchase and agency. Etablissements Albert (importer, wholesaler), 70, Rue de l'Aqueduc, 75-Paris (10e). WTD 3/24/66.

Fountain pens, fountain pen desk sets. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "Exel", (wholesaler, importer, exporter), 27, Cite d'Antin, Paris, 9. WTD 7/9/65.

NETHERLANDS—Office and school supplies, all kinds. P. F. van den Ende N.V. (importer, wholesaler, retailer, exporter), 5-7 De Nijverheidstraat, Schiedam. WTD 2/11/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties, ornaments made of all materials except precious metal or stones. Direct purchase and agency. Requests replies in French. Orfeverie Girod (importer, manufacturer, wholesaler, agent), 14, Rue Portefoin, Paris, 3. WTD 12/22/65.

399 Manufacturing industries

FRANCE—Cigarette lighters, other than precious metal. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "Exel" (importer, exporter, wholesaler), 27, Cite d'Antin, Paris, 9e. WTD 7/9/65.

Painters' and wallpaper-hangers' tools, small equipment, and supplies such as brushes, trowels, color-matching machines, spray-guns and related articles, preferably of new types. Direct purchase and agency. Peintures du Lauragais, S.A. (dealers, manufacturers), Place du Niger (Ramier du Bazacle); 31- Toulouse, Haute-Garonne. WTD 2/17/66.

Advertising items for use as business gifts. Direct purchase and agency. Induscomme (importer, wholesaler), 10, Rue Saint-Antoine, Paris, 4. WTD 5/11/65.

399 Manufacturing industries

● **IRAQ**—The bid deadline for the supply of fire extinguishers has been established as Dec. 6 (INTERNATIONAL COMMERCE, Oct. 31, p. 35). The equipment consists of 241 fire extinguishers, capacity 25-30 lb.; 27 fire extinguishers, capacity 100-120 lbs.; 47 sets of eight buckets with rack, pick and shovel. Tender No. Air Force/11-66. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents available from Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C. (Ref: INQ/66/AF/11/933).★ Telephone: 202-WO 7-2939).

NIGERIA—Umbrellas—large, medium, small. Datogin Trading Co. (importer, retailer), 16 Sakpoba Rd., P.O. Box 333, Benin City. WTD 6/15/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Freeze-dried products. Ste Nouvelle Sempa-Chimie (manufacturer, dealer), 20, Rue des Fosses-St-Jacques, Paris, 5. WTD 12/15/65.

Canned food products of various categories, including fruits and fruit juices and American specialties. Larroche Freres (packers, wholesalers, exporters), 12 Alees Lamartine; 47-Villeneuve-sur-Lot, Lot-et-Garonne. WTD 10/18/66.

209 Food preparations

FRANCE—Jelling agents fillers or loading agents preservatives. Ste Nouvelle Sempa-Chimie (manufacturer, dealer), 20, Rue des Fosses-St-Jacques, Paris, 5. WTD 12/15/65.

221 Broad woven fabric mills, cotton

FRANCE—Cotton gabardine, broad woven cotton fabrics for ladies' and children's clothing. Jacques Borel (importer, dealer, commission merchant, agent), 19, Rue Fortuny, Paris, 17e. WTD 9/24/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Broad woven fabrics, manmade

fiber and silk for ladies', children's clothing. Jacques Borel (importer, dealer, commission merchant, agent), 19, Rue Fortuny, Paris, 17e. WTD 9/24/65.

223 Broad woven fabric mills, wool

FRANCE—Broad woven wool fabrics for ladies' and children's clothing. Jacques Borel (importer, dealer, commission merchant, agent), 19, Rue Fortuny, Paris, 17e. WTD 9/24/65.

224 Narrow fabrics, other smallwares mills

NIGERIA—Cotton piece goods. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

242 Sawmills, planing mills

FRANCE—Rough lumber and timber. Requests replies in French. J. Borel (importer, commission merchant), 19, Rue Fortuny, Paris, 17. WTD 9/24/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Commercial plywood. Requests replies in French. J. Borel (importer, commission merchant), 19, Rue Fortuny, Paris, 17. WTD 9/24/65.

281 Industrial chemicals

FRANCE—Enzymes, synthetic flavors for food products. Societe Nouvelle Sempa-Chimie (manufacturer, dealer), 20, Rue des Fosses-St-Jacques, Paris, 5. WTD 12/15/65.

Industrial petro-chemical products, agricultural petro-chemical products, carbo-chemicals. Ets. Georges Lambert (importer, dealer, agent, commission merchant), 22, Rue Chauchat, Paris, 9eme. WTD 4/2/65.

282 Synthetic materials

FRANCE—Chemical joints (tightness mastic). Requests replies in French. Etablissements G. E. Barthelemy (manufacturer, dealer), 64-66-71 Rue Defrance, 94 Vincennes. WTD 3/24/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Automobile body polishes, cleaners, top dressings. Requests replies in French. Mr. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3/25/66.

307 Plastic products

FRANCE—Plastic silos, all sizes, designed for safe, economical storage of wheat, corn, other categories of cereals, suitable for large cooperative establishments and for use in individual farms. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.) (dealers, sales agents), 6 Allees Paul-Sabatier; 31- Toulouse, Haute-Garonne. WTD 2/10/66.

314 Footwear, except rubber

NIGERIA—Children's and ladies' shoes. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Insulated wires, cables. Requests replies in French. Societe pour l'Expansion du Materiel Electrique Prefabrique-Sempra (agent), 87, Rue Pierre Joigneaux, 92 Bois-Colombes. WTD 3/30/66.

GERMANY—Wire, lacquer finish for electric motors manufacturing industry. Adolf Walther (manufacturing agent), 7141 Beistein/Wuertt., Uhlandstrasse 16. WTD 2/16/66.

342 Cutlery, hand tools, general hardware

FRANCE—Automobile body hand tools, automobile hardware. Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3/25/66.

Plumbers' hand tools. Requests replies in French. Marcel Arditti (manufacturers' agent), Route de la Malle, 13-Cabries. WTD 10/14/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Heaters with boiler, radiators, plumbing fixture fittings. Requests replies in French. Marcel Arditti (manufacturers' agent), Route de la Malle, 13-Cabries. WTD 10/14/66.

346 Metal stampings

NIGERIA—Cooking and household utensils. Sporty Fancy & General Stores (importer, wholesaler), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

349 Fabricated metal products

FRANCE—Water line valves used in the building industry. Requests replies in French. Marcel Arditti (manufacturers' agent), Route de la Malle, 13-Cabries. WTD 10/14/66.

353 Construction, mining, materials handling machinery, equipment

AUSTRIA—Machinery, equipment for construction industry. Eva Jelinek (indent agent, importer, wholesaler), Werkstaettenstrasse 16, A-5020 Salzburg. WTD 10/14/66.

FRANCE—Oil prospection equipment. Geoservices (importer, manufacturer, dealer), 20, Rue d'Aumale, Paris, 9e. WTD 3/28/66.

Automobile lifts, service station type. Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3/25/66.

New type of civil engineering and construction equipment. E.P.M. International Company (manufacturer, wholesaler, retailer), 61, Rue du President Wilson, 92- Levallois-Perret. WTD 3/25/66.

354 Metalworking machinery

FRANCE—Aircraft ground servicing equipment (automotive-maintenance type). Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3/25/66.

355 Special industry machinery

AUSTRIA—Machines and apparatus for chemical and glass-manufacturing industries. Eva Jelinek (indent agent, importer, wholesaler), Werkstaettenstrasse 16, A-5020 Salzburg. WTD 10/14/66.

356 General industrial machinery

FRANCE—Mechanical joints. Requests replies in French. Etablissements G.E. Barthelemy (manufacturer, dealer), 64-66-71, Rue Defrance, 94 Vincennes. WTD 3/24/66.

358 Service industry machines

FRANCE—Refrigerators and freezers for industrial and commercial use, special equipment for refrigerated trucks, cold storage equipment. G. Borderieux S.A. (wholesaler), 7, Rue du 11-Novembre, Caen (14). WTD 8/17/65.

PAKISTAN—Air conditioners, domestic and industrial, gas operated. Requests catalogs, quotations, c. & f., Karachi. International Tansa Corp. (importer), 7-B, New Queens Rd., Karachi. WTD 3/22/66.

VENEZUELA—Water purification equipment. Lor Hidroequip, S.R.L. (importer, sales agent), Apartado 10018, Caracus. WTD 10/10/66.

362 Electrical industrial apparatus

FRANCE—Prefabricated equipment for electrical installations. Requests replies in French. Societe pour l'Expansion du Materiel Electrique Prefabrique Sempra (agent), 87, Rue Pierre Joigneaux, 92 Bois-Colombes. WTD 3/30/66.

PAKISTAN—Generators, alternating current, 2,000 kilowatts and over. Requests catalogs, quotations, c. & f., Karachi. International Aviation (manufacturers' agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

363 Household appliances

AUSTRIA—Electrical household appliances, particularly home air-conditioning and heating equipment, wired for three-phase, 220-volt, 50-cycle system. Requests replies in German. Walter Floth Ges.m.b.H. & Co. K.G. (importer, wholesaler, manufacturers' agent), Froebelgasse 16, A-1160 Vienna. WTD 10/7/66.

THAILAND—Complete line of small electric household appliances, 220 volts, a.c. 50 cycles. Catalogs and c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

364 Electric lighting, wiring equipment

FRANCE—Automobile headlights and spotlights. Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3/25/66.

Plugs, connectors and terminals for electrical devices. Radio-Electro-Selection—R.E.S. (importer, manufacturer, wholesaler), 16-20, Avenue de la Republique, 92-Bourg-la-Reine. WTD 3/17/66.

Prefabricated sheathings for high-voltage wire. Requests replies in French. Societe pour l'Expansion du Materiel Electrique Prefabrique Sempra (agent), 87, Rue Pierre Joigneaux, 92 Bois-Colombes. WTD 3/30/66.

GERMANY—Insulation materials for wiring of electric motors. Adolf Walther (manufacturers' agent), 7141 Beistein/Wuertt., Uhlandstrasse 16. WTD 2/16/66.

NIGERIA—Electrical accessories (light fixtures, fluorescent tubes, fittings, etc.), electric cables, switches. Tunde Martins Agency (importer, wholesaler, commission merchant), 20 Campbell St., Lagos. WTD 10/28/65.

365 Radio, television receiving sets

FRANCE—Automobile AM radio receivers, audio amplifiers, commercial type, music distribution apparatus, recorders. Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur-Seine. WTD 3-25-66.

FM/AM tuners—high fidelity amplifiers. Requests replies in French. Societe Gaillard-Electronique (manufacturer, wholesaler), 21, Rue Charles Lecocq, Paris, 15e. WTD 3/17/66.

366 Communication equipment

FRANCE—Luminous pushbuttons for electronic applications (computers, missile control systems, etc.). Etablissements Dyna (manufacturer, dealer, agent), 36, Avenue Gambetta, Paris, 20eme. WTD 11/30/65.

GERMANY—Portable automatic road block blinking warning lights. Anton Kathrein (manufacturer), 82 Rosenheim, Luitpoldstrasse 18-20. WTD 8/25/66.

PAKISTAN—Telecommunication equipment, VHF and HF, microwave equipment. Requests catalogs, quotations, c.&f., Karachi. Internatoinal Aviation (manufacturers' agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

369 Electrical machinery, equipment, supplies

CHILE—Generator sets. Covalpo-Cia. Comercial de Valparaiso, S.A., Blanco 709-Casilla 169-V, Valparaiso. WTD 10/11/66.

372 Aircraft, parts

FRANCE—Aircraft landing gears maintenance and repair equipment (overhauling). Requests replies in French. Charley Tourbez (commission merchant), 23, Rue Chaptal, 93 Epinay-sur Seine. WTD 3/25/66.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Gas analysers, laboratory and industrial chromatographs. Geoservices (importer, manufacturer, dealer), 20, Rue d'Aumale, Paris, 9e. WTD 3/28/66.

503 Dry goods, apparel

NIGERIA—Apparel, accessories. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

506 Electrical appliances

NIGERIA—Electric slot meters, switches, plugs, immersion water heaters, pressing irons, fans and ladies' hair stretching combs. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

509 Wholesalers

NIGERIA—Christmas decorations of all types. Sporty Fancy & General Stores (importer, retailer), 14 Reclamation Rd., P.O. Box 1748, Lagos. WTD 8/23/66.

521 Lumber, building materials

NIGERIA—General building materials. Tunde Martins Agency (importer, wholesaler, commission merchant), 20 Campbell St., Lagos. WTD 10/28/65.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

FRANCE—Canned French beans ("Haricots Verts Extra Fins"), tomato-paste (double concentrate) in tin cans (one lb. 15 oz., 4/4 and other sizes); dried prunes ("prunes d'Ente"), other choice food products in tin cans or glass jars. Larroche Freres (packers, wholesalers, exporters), 12 Allees Lamartine; 47- Villeneuve-sur-Lot, Lot-et-Garonne. WTD 10/18/66.

283 Drugs

DOMINICAN REPUBLIC—Drugs and pharmaceutical products. Oscar A. Renta Negron, C. por A. (importer, commission agent), Presidente Irigoyen No. 26, P.O. Box 183, Santo Domingo. WTD 6/2/66.

326 Pottery, related products

FRANCE—China tableware, household and commercial articles, white and decorated, such as dinner sets, coffee and tea sets; art chinaware, miniatures, vases, baby dishes, fancy items, hand-decorated. Porcelaines Singer (manufacturers, wholesalers, exporters), 79 Rue Armand-Dutreix; 87-Limoges, Haute-Vienne. WTD 3/11/66.

353 Construction, mining, materials handling machinery, equipment

CHILE—Fork truck lifts. Covalpo-Cia. Comercial de Valparaiso, S.A., Blanco 709-Casilla 169-V, Valparaiso. WTD 10/11/66.

354 Metalworking machinery

GERMANY—Tools for production of rolled, welded and cast tubes; special gears, primarily for electric locomotives. Price quotations f.o.b. Hamburg or Bremen. Descriptive brochure available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C., 20230. Heinrich Reining GmbH., 1 Freiligrathstrasse, 4 Duesseldorf. WTD 10/18/66.

Precision tools for every type of cutting production of high-quality machinery. Requests price quotations f.o.b. Hamburg or Bremen. Heinrich Reining GmbH. (importer, wholesaler, manufacturer, exporter), 1 Freiligrathstrasse, 4 Duesseldorf. WTD 10/18/66.

NEW ZEALAND—Corrugated roll forming machine capable of rolling up to 60' lengths of corrugated iron or aluminum, fully automatic with unique features. G. H. Clark & Co. Ltd. (Manufacturer), P.O. Box 2059, Tauranga. WTD in preparation.

356 General industrial machinery

GERMANY—Straight cylindrical long roller bearings; steel brushes. Price quotations f.o.b. Hamburg or Bremen. Descriptive brochure available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Emil Baltzer (manufacturer, exporter), Postfach 168 or 3 Max-Peters-Strasse, 41 Duisburg. WTD 10/13/66.

362 Electrical industrial apparatus

GERMANY—Industrial sewing machines for clothing industry. Price quotations f.o.b. Hamburg or Bremen. Duerkoppwerke AG. (manufacturer, exporter), 3 Schillerplatz, 48 Bielefeld. WTD 10/14/66.

371 Motor vehicles, motor vehicle equipment

CHILE—Street sweepers. Covalpo-Cia. Comercial de Valparaiso, S.A., Blanco 709- Casilla 169-V, Valparaiso. WTD 10/11/66.

Equipment and accessories for vehicles and garages. Covalpo-Cia. Comercial de Valparaiso, S.A., Blanco 709-Casilla 169-V, Valparaiso. WTD 10/11/66.

372 Aircraft, parts

ZAMBIA—Bell helicopters and spare parts. Autair Helicopters (Africa) Ltd. (helicopter hire), P.O. Box 990, Lusaka. WTD 10/12/66.

385 Ophthalmic goods

GERMANY—Spectacle frames, sun glasses. Nufer-Optik, Walter A. Nufer (manufacturer, importer), 7016 Gerlingen/Wuertt., Robert-Bosch-Strasse 19-21. WTD 6/15/66.

399 Manufacturing industries

KOREA—Grasscloth wallpaper. Dongnam Grass Cloth Co. Ltd. (manufacturer, exporter), Central P.O. Box 456, Seoul. WTD 10/14/66.

504 Groceries

TANZANIA—Cloves. M. D. Mandalia & Sons, P.O. Box 19, Zanzibar. WTD 10/11/66.

509 Wholesalers

TANZANIA—Marine shells (sea shells). Juma Moledina & Sons (importer, exporter), P.O. Box 87, Zanzibar. WTD 10/11/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service Officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

INDIA—The recently established Calcutta Metropolitan Waste and Sanitation Authority (CMWSA) will **design and construct water, sewerage and drainage facilities** in the Calcutta metropolitan district. A consortium of U.S. engineers working under a World Health Organization contract drew up a master plan. The project is phased over a 20-year period at a cost of approximately $360 million. The Authority will receive about $1 million from

the UN Development Program to finance two years of service by a consultant firm during the first phase. The Government of India has been requested to provide $38 million during the Fourth Plan for the Authority. A copy of the United Nations Development Program project summary (No. DP/SF/R.1/Add. 29—India) is available to firms domiciled in the United States from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

LEBANON—(1 £ = $0.33)—The Government announced the completion of drawing of specifications for the construction of **vocational schools in Lebanon.** Approximately £20 million was allocated for this project in the first phase of the Five-Year Development Plan. A contract for this project will be awarded shortly by the Ministere de l'Education Nationale et des Beaux-Arts. The Ministere des Travaux Publics et des Transports announced a total expenditure of approximately $90 million for road and related projects.

MALAYSIA—(US$1 = M$3.06)—The Malaysian Industrial Development Finance Limited has granted a loan of M$650,000 to Cast Iron Products Limited. This loan is to assist the company finance the **purchase of plant and machinery** including **centrifugal casting machine, core drying and annealing furnaces for a factory** at Petaling Jaya, Selangor. The total cost of the project is estimated at more than $M1.6 million.

SOUTH AFRICA (1 rand = $1.40)—The comprehensive scheme for the development of the entire Berg River basin has been postponed. In its stead, the Government has proposed the construction of **nine water supply facilities for the Western Cape region of South Africa.**

Of the nine projects, the two that will provide some relief to the Cape Town Waterworks Undertaking (CTWU), the city's public utility, are the Assegaaibos Dam and the Vogelvlei Dam. The latter will be complemented by a R10 million undertaking of the CTWU project that will construct a purification works, pumping station, and a 60-mile pipeline to bring water from the Vogelvlei Dam to the Cape Peninsula. This project is planned for completion before the fourth quarter of 1968.

In the fourteen municipal areas, these three projects are designed to overcome an anticipated water shortage within two years of about five million gallons daily. The Vogelvlei improvements will provide a maximum additional 12 million gallons daily. Another project of the Cape Town Waterworks Undertaking, the construction of a temporary pumping station from the Berg River into the Wemmershoek Dam at an estimated cost of R1.1 million, will add a maximum 10 million gallons daily.

A copy of a report on each proposed project is available for review only in the offices of the Trade Opportunities Staff, U.S. Department of Commerce, Rm. 4203, Main Commerce Building, Washington, D.C. 20230.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FINLAND—Otto Vanttinen, Managing Director, Alfred A. Palmberg Ltd., Sahaajankatu 22, Helsinki 82, **interested in meeting with senior executives in the heavy construction industry, bridge builders, building materials experts, construction men building factories, viaducts, commercial buildings, turnpikes, apartment buildings, and investigating the use of computers in the construction industry,** and requesting technical information on U.S. construction techniques and modern building materials for the above types of construction. Nov. 11 via New York for three to four weeks. c/o J. M. Huber Corp., 630 3rd Ave., New York, N.Y. Itinerary: New York, Washington, San Francisco, San Diego, Los Angeles. WTD in preparation.

HONG KONG—Robert Brothers, Manager, The Cross-Harbour Tunnel Co., Ltd., 12th Floor, Union House, Hong Kong, **interested in obtaining technical information on "road pricing" (methods of levying tolls on vehicles without stopping them, by installing meters in the vehicles, photographing license plates, or other methods), and possibly purchasing U.S. toll plaza equipment.** Nov. 10 via New York for two weeks. c/o Agency Managers, Ltd., 102 Maiden Lane, New York, N.Y. 10005. Itinerary: New York, Washington, D.C., San Francisco, Los Angeles. WTD in preparation.

IRAQ—Hanna J. Azzouz, representing J. Azzous & Sons, Al-Adib Bldg., Sa'doun St., Baghdad, **interested in representing U.S. suppliers of circular type welded water and oil tanks.** Third week in Oct. via New York for three weeks. c/o J. I. Case Co., Racine, Wisconsin. Itinerary: New York, Racine, others to be arranged. WTD 8/31/65.

ITALY—Rinaldo Coppola, Toys Universal, S.a.S., Via Strigelli 15, Milan, **interested in buying toys.** Nov. 10 via San Francisco for two weeks. c/o Italian Consulate General in San Francisco and New York. Itinerary: San Francisco, Los Angeles, New York. WTD in preparation.

JAPAN—Messrs. Kenjiro Mishina and Yoshitado Aoyama, K. K. Tokyo Sensen Kikai Seisakusho, No. 406 Kamimeguro 8-chome, Meguroku, Tokyo, **interested in obtaining licenses for manufacture of commercial laundry and dry cleaning equipment.** Nov. 1 via San Francisco for two weeks. Itinerary: San Francisco, New Orleans c/o Pellerin Milnor Corp., P.O. Box 19264, New Orleans, La. 70119, Minneapolis c/o Unipress Co., Inc., 2800 Lyndale Ave. South, Minneapolis, Minn., Chicago. WTD 10/18/66.

KENYA—J. T. Bhatt, The United Africa Press Ltd., P.O. Box 1237, Nairobi, **interested in canvassing for advertising support for "Industry in East Africa 1966/1967" which will contain an American Trade Supplement.** Nov. 10 via New York for four months. c/o East African Chamber of Commerce of the United States, 17 E. 63rd St., New York, N.Y. 10021. Itinerary: 11/10-12/10 New York, Washington, D.C.; 12/11-16, Maryland, Iowa, Indiana; 1/10-20 Wisconsin, Minnesota; 1/21-30 New Jersey; 2/1-10 Illinois; 2/10-15 Ohio; 2/18-28 California; 3/1-10 Massachusetts. WTD 11/22/65.

TANZANIA—C. D. Walker, Pan African Air Services (Tanzania) Ltd., Cooperative Building, Lumumba St., Dar es Salaam, **interested in agencies for plans and in purchasing second-hand amphibian, fixed-wing, helicopter, freight plans,** and requesting technical information on aerial operations and aircraft. Nov. 2 via New York for ten days. c/o Hilton Hotel, New York, N.Y. Itinerary: New York, others as required. WTD in preparation.

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New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated October.

Aircraft and Aeronautical Equipment—Importers and Dealers—Japan, October 1966

American Firms, Subsidiaries and Affiliates—Ireland, October 1966

Automotive Vehicles and Equipment—Importers and Dealers—Italy, October 1966

Clothing Manufacturers—Bolivia, October 1966

Cooperage and Containers—Importers and Dealers—Haiti, October 1966

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—New Zealand, October 1966

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—New Zealand, October 1966

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Portugal, October 1966

Plastics Materials—Importers, Dealers and Manufacturers—New Zealand, October 1966

Sporting Goods, Toys and Games—Importers and Dealers—Guatemala, October 1966

State Trading Organizations—Union of Soviet Socialist Republics, October 1966

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Calendar *for international traders*

ATLANTA—Nov. 10—In-Office Export Conference, Commerce Field Office. Sponsors: REEC; Commerce Field Office.

BOSTON—Nov. 16—Selecting Channels for Exporting Workshop, 9:30 a.m., Commerce Field Office.

BOSTON—Nov. 17—International Trade Assn. dinner meeting, State Street Bank Roof Restaurant.

CEDAR RAPIDS, Iowa—Nov. 15—Foreign Trade Bureau meeting, 6 p.m., Roosevelt Hotel. Speaker: Kenneth Byrns, Commerce Field Office.

CHICAGO—Nov. 8—Auto Exporters' Club, Builders Bldg.

CHICAGO—Nov. 10—International Trade Club luncheon, Sheraton-Chicago Hotel. Speaker: Russell Baker, Baker, McKenzie & Hightower.

CHICAGO—Nov. 15—In-Office Export Seminar, Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Nov. 16—Credit Management Assn., La Salle Hotel.

CLEVELAND—Nov. 9—Export Expansion Workshop, 10 a.m.-1:30 p.m., Union Commerce Bldg. Sponsors: A. W. Fenton Co., Inc.; REEC; Commerce Field Office. Speaker: Jay A. Van Swearingen, commercial attache, U. S. Embassy, Tokyo.

DALLAS—Nov. 29—In-Office Workshop. Sponsors: Field Office; REEC.

DES MOINES—Nov. 11—Export Sales Clinic, Savery Hotel. Sponsors: REEC; Iowa Development Commission; Chamber of Commerce.

DES PLAINES, Ill.—Nov. 8—In-Office Meeting. Sponsors: REEC; Chamber of Commerce.

DETROIT—Nov. 9—Export Marketing Workshop, 9:15 a.m.-12:15 p.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

GREENVILLE, S. C.—Nov. 16-17—World Trade Conference, Poinsett Hotel. Sponsors: REEC; Clemson University; Commerce Field Office.

HICKORY, N.C.—Nov. 17—World Trade Assn. Quarterly Meeting, 10 a.m., Holiday Inn. Greensboro REEC Quarterly meeting, 3 p.m., Chamber of Commerce Board Room.

HONOLULU—Nov. 16—Finance & Insurance Seminar, 10 a.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Nov. 8—Meeting for Exporters, Advertising & Sales Executive Club. Sponsors: REEC; International Trade Club; Commerce Field Office.

MADISON, Wisc.—Nov. 10—In-Office Export Expansion Conference, 10 a.m., Chamber of Commerce. Sponsors: Commerce Field Office; Chamber of Commerce.

MEMPHIS—Nov. 15—World Trade Club Election of Officers, Hotel Claridge.

MEMPHIS—Nov. 16—Export Conference on Africa, Holiday Inn-Rivermont. Sponsors: Mid-South Exporter's Roundtable; Commerce Field Office.

MINNEAPOLIS—Nov. 9—Minnesota World Trade Assn. **Speaker: Robert E. Simpson, Bureau of International Commerce. U. S. Department of Commerce.**

NASHVILLE—Nov. 9—Foreign Trade Opportunities Seminar, Holiday Inn-Capitol Hill. Sponsor: First American National Bank. Speaker: F. W. Parker, Genesco.

NEW YORK—Nov. 7—FCIB Round Table Conference, 1:30 p.m., Advertising Club.

NEW YORK—Nov. 10—Overseas Auto Club, 12 noon, Summit Hotel.

NEW YORK—Nov. 15—Meeting with international department officials of Chase Manhatten Bank, Chase Manhatten Plaza. Sponsors: Commerce Field Office; Chase Manhatten Bank.

NEW YORK—Nov. 15—FCIB Hardware-Auto & Allied Trade Group, 12:15 p.m., Advertising Club.

NEW YORK—Nov. 16—Profits in Exports Meeting. Sheraton Atlantic Hotel. Sponsors: Allied Underwear Manufacturers Assn.; Commerce Field Office.

NEW YORK—Nov. 17—International Executives Assn. luncheon meeting aboard the S.S. Santa Rosa. Speaker: W. J. McNeil, president, Grace Line, Inc.

PHOENIX—Nov. 10—In-Office Export Workshop, 10 a.m., New Federal Bldg. Sponsors: REEC; Commerce Field Office.

POINT CLEAR, Ala.—Nov. 10-11—REEC Annual Meeting, Grand Hotel.

ST. LOUIS—Nov. 8—Export Workshop, 2-4 p.m., Federal Bldg. Sponsors: REEC; Commerce Department Field Office.

SALT LAKE CITY—Nov. 8—Workshop for Exporters, 2 p.m., Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

SANTURCE, P.R.—Nov. 15—In-Office Export Seminar, 9:30-12 noon. Sponsors: REEC; P.R. Department of Commerce; Commerce Field Office.

SAVANNAH, Ga.—Nov. 15—Export Expansion Conference, 9 a.m., Hunter Air Force Base. Sponsors: REEC; Propellor Club; Chamber of Commerce; Commerce Field Office.

SEEKONK, Mass.—Nov. 15—Providence World Trade Club dinner meeting, Hearthstone Restaurant, Route 44.

STATEN ISLAND, N.Y.—Nov. 7—Profits in Exports Meeting, Chamber of Commerce, 130 Bay St. Sponsors: Chamber of Commerce; Commerce Field Office.

TORRANCE, Calif.—Nov. 17—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce Offices. Sponsors: Chamber of Commerce; Commerce Field Office.

WHITE PLAINS, N.Y.—Nov. 9—Foreign Trade Council monthly luncheon meeting, 12 noon, Continental Restaurant. Sponsor: White Plains Chamber of Commerce.

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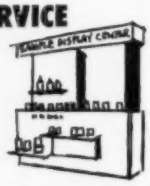
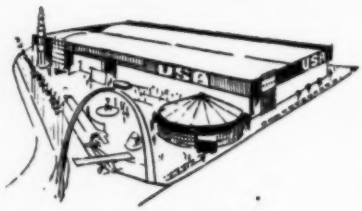
Permanent overseas showcases for U.S. goods—London, Frankfurt, Milan, Bangkok, Tokyo, Stockholm.

SAMPLE DISPLAY SERVICE

For U.S. firms seeking agents or distributors in Lebanon, Thailand, Kenya, and the Philippines.





MOBILE TRADE FAIRS

Traveling exhibits organized jointly by U.S. manufacturers and carriers, supported by Commerce.

AGENCY INDEX

For prospective foreign buyers. Lists local distributors of U.S. products.

COMMERCIAL EXHIBITIONS

U.S. product exhibits at international trade fairs abroad help American firms make sales, find new agents.

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Helps U.S. businessmen find foreign firms specifically interested in their products and services.

WORLD TRADE DIRECTORY REPORTS

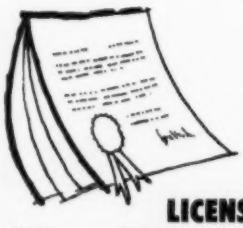
Describe operations of a foreign company—products, size and reputation, capital, annual turnover.

COMMERCIAL NEWSLETTER

Informs over 50,000 businessmen in 50 nations of new U.S. products, research, and economic trends.

INVESTMENT IN DEVELOPING COUNTRIES

American private capital strengthens economic progress and opens new opportunities for trade.



LICENSING

U.S. manufacturers enter into agreements for manufacture of their products by overseas firms in return for royalties.

AMERICA WEEKS

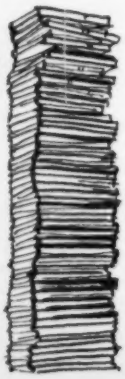
Special sales promotions of U.S. consumer products by overseas department stores, with Commerce Department support.

GATT NEGOTIATIONS

Nations are negotiating in the Kennedy Round in Geneva for trade liberalization.

PUBLICATIONS

Hundreds of Commerce publications provide current information on business conditions and opportunities abroad.



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New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, Honolulu—duty-free manufacturing and marketing.

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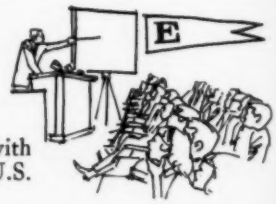

PIGGYBACK PROGRAM

Cooperative export. Products of firms not equipped to sell abroad are "carried" to market by established exporters.